# CONSTRUCTION CONTRACT <br> Contract Number - 906 <br> Contract Date - August 4, 2009 <br> (To be executed by the parties within 30 days of August 4, 2009) Contract expiration date - January 31, 2011 

THIS AGREEMENT is made and entered into on the 7 day of August, 2009, by and between GNJ CONSTRUCTION, LLC, an Ohio limited liability company (the "Contractor") and ONE COMMUNITY, an Ohio non-profit corporation (the "Customer") and the UNITED STATES FEDERAL COMMUNICATIONS COMMISSION ("FCC").

WHEREAS, the Customer and the FCC are desirous of having a fiber optic system connect a number of hospitals in approximately 22 counties in the State of Ohio for inner-hospital communication purposes; and

WHEREAS, the Customer has placed said construction project for bid and considered a number of proposals; and

WHEREAS, the Customer and the FCC have selected the Contractor from the bids submitted to perform said construction project.

NOW THEREFORE, in consideration of the mutual promises, covenants, agreements and consideration herein set forth, the parties agree as follows:

## SECTION 1 <br> SCOPE OF WORK

The scope of work under this Agreement shàll consist of the construction of a fiber optic system, not to exceed 531 miles that connects 19 hospitals in 22 counties in the State of Ohio, known as the NEO RHIO PROJECT (hereinafter the "Work"), as is further described and set forth in the project scope of work attached as Exhibit "A" (the "Specifications").

## SECTION 2

## PERFORMANCE OF THE WORK

Contractor shall furnish all labor, tools and equipment to complete the Work in accordance with the Specifications. All labor and materials shall substantially comply with the terms of the Specifications. In the event however that the Contractor is unable to obtain the exact materials described in the Specifications, through no fault of the Contractor, the Contractor shall have the right and option to substitute materials of similar pattern, design and quality. The Work shall be completed in a proper, timely and workmanlike manner. At the completion of each section of the Work, the Contractor shall remove all waste and debris and restore the construction site substantially to its pre-
existing condition. The Customer shall have the right to inspect the performance of the Work during the term of this Contract.

## SECTION 3

## PERMITS

The Customer shall obtain and pay for all permits, licenses, clearances and other documents or processes required for the performance of the Work.

## SECTION 4

## WARRANTY

The Contractor hereby warrants the Work against any defects due to faulty materials or workmanship which are reported to the Contractor during the term of this Contract or within a period of one year after the completion thereof. The Contractor's liability hereunder shall be limited to the cost of the repair or replacement of any such defect.

## SECTION 5 CONTRACT PRICE

The Customer and the FCC agree to pay the Contractor for performance of the Work contemplated in this Agreement pursuant to the Specifications (the "Contract Price)." The Contract Price shall be payable as follows:

1. The Contractor shall submit monthly invoices to the Customer setting forth labor, material and equipment expenses incurred by the Contractor for each month during the term of this Agreement. Invoices shall be submitted by the Contractor on the first working day of each month. Said invoices shall be paid by the Customer within 15 days of the invoice date (as is further specified in Section 13). Any invoices not timely paid shall bear interest at a rate of $1.5 \%$ per month, until paid in full.
2. If payment for any given invoice is not received by the Contractor within 30 days from the invoice date, the Contractor may discontinue the Work under this Contract until such time as full payment is made.
3. Should the Work under this Contract be stopped or suspended by any public authority, by order of Court or by non-payment for a period of thirty (30) days or more, then the Contractor upon providing seven (7) days' notice to the Customer may stop the Work and terminate this Contract. Under such circumstances, the Contractor may recover from the Customer and FCC, payment for all Work performed.
4. At the completion of the Work, the balance of the Contract Price shall be paid in full to the Contractor for work completed. In the event that the balance of the Contract Price is not paid in full for work completed at the completion of the Work contemplated hereunder, the balance owed shall bear interest at a rate of $1.5 \%$ per month, until paid in full.

## SECTION 6 QUALIFICATIONS

Contractor represents and warrants to Customer that it is knowledgeable and experienced in the type of fiber networking construction, telephone, cable television, premise wiring and maintenance construction work to be performed by Contractor pursuant to this Agreement. It shall be the sole responsibility of Contractor to acquaint itself with the Customer's particular Specifications of the various types of work or job functions to be performed by Contractor and to undergo orientation and/or training at its sole expense. Contractor may be required to complete and pass certain verbal and/or written examinations before Customer issues any work orders.

## SECTION 7

## PERFORMANCE

A. Contractor reserves the right and option to sub-contract any of the Work provided for in this Contract, as a Contractor may deem appropriate or desirable in Contractor's sole discretion.
B. At all times during the term of this Agreement, the Contractor shall employ an adequately trained and competent supervisor to oversee and manage the Contractor's performance of the Work. The selection of the supervisor shall be subject to approval by the Customer.
C. All Work shall be performed in accordance with the Specifications and no alterations shall be made therein, except upon the request of the Customer and by the agreement of the Contractor. Additional sums due by reason of alterations or change orders shall be paid to the Contractor pursuant to the terms of this Agreement.
D. Should conditions be encountered below the surface of the ground which are at variance with the conditions either set forth in the Specifications or which could not reasonably be anticipated by the parties, and if additional costs or expenses are incurred by the Contractor, the Contract Price shall be adjusted for such additional labor, material and equipment costs and shall be paid to the Contractor in accordance with the terms of this Agreement. Such conditions shall include but not be limited to underground placement in areas of rock or other minerals by
which the Contractor incurs additional expense in performing the Work contemplated herein.
E. Contractor hereby acknowledges that the conduct and appearance of its personnel on the job reflects not only upon the Contractor but also upon the Customer and Contractor hereby agrees to ensure that its personnel, including all independent contractors hired by the Contractor, shall conduct themselves in accordance with proper standards of conduct, professionalism and appearance in performance of the Work and in dealing with the Customer's subscribers, potential subscribers, employees, agents and other personnel.

## SECTION 8

## SAFETY

Contractor shall observe and comply with all applicable federal, state and local safety rules and regulations including, without limitation, the Occupational Safety and Health Act ("OSHA"). All construction equipment utilized by the Contractor in its performance of the Work ("Equipment") shall (1) be operated only by licensed operators, and (2) shall meet standards as specified from time to time in writing by Contractor or the Customer, including without limitation, the following:

1. Equipment shall be of a type customarily used in the cable or telecommunications industry for the Work to be performed.
2. Equipment shall meet all applicable federal, state and local motor vehicles laws, including, without limitation, all statutes, regulations, rules, code and ordinances.
3. Equipment shall be equipped with standard OSHA required safety devices including without limitation the following:
a. Four (4) fluorescent orange safety cones of at least thirty inches high.
b. One approved fire extinguisher.
c. One approved first aid kit and one approved safety flare or reflector kit.
4. Equipment shall be clearly identified as being operated by the Subcontractor by signs or lettering on both front side door panels and other mutually acceptable locations on the equipment. Magnetic or other temporary signs may be used if previously approved by the Contractor and the Customer.
5. The Customer shall have the right to inspect all Equipment utilized by the Contractor in performance of the Work contemplated herein.

## SECTION 9

## INSURANCE

A. During the term of this Contract, Contractor shall maintain workers compensation coverage on all of its employees, in accordance with Ohio law.
B. During the term of this Contract, the Contractor shall maintain a policy of general liability insurance with limits of not less than One million dollars ( $\$ 1,000,000$ ) per occurrence, to cover any bodily injury or property damage incurred in performing the Work in accordance with this Contract.
C. Contractor shall further maintain an automotive liability policy on all vehicles utilized by the Contractor in performance of this Contract with minimum liability limits of One million dollars $(\$ 1,000,000)$ per occurrence so as to cover any bodily injury or property damage incurred during the performance of the Contract.
D. Contractor shall further maintain an umbrella policy providing liability limits of Three million dollars $(\$ 3,000,000)$ to cover any liability incurred for property damage or bodily injury in performance of this Contract.

All policies of insurance referred to in this Section shall name the Customer as an additional insured and shall be issued by an insurance company acceptable to the Customer. Such policies shall further agree to provide the Customer with notice of cancellation by reason of non-payment. Contractor shall provide the Customer with a copy of the policy or certificate of insurance for all such policies required under this Section, before commencement of the Work under the Contract.

## SECTION 10 STATUS OF CONTRACTOR

Contractor shall be considered an independent Contractor of the Customer and not an employee, agent, joint venturer or partner of the Customer. Nothing in this Agreement shall be interpreted or construed as creating or establishing the relationship of employer and employee between the Customer and Contractor.

## SECTION 11 <br> TERM

Subject to the provisions of Section 12, this Agreement shall continue until all Work contemplated herein has been completed by the Contractor in accordance with any time frames contained in the Specifications. Should the performance of Work under this Contract be delayed by any cause not due to the Contractor's fault such as general labor strike, lock out in the building trade, sickness or death of the Contractor or employee, inclement weather, fire or other accidental hazard, by the inability to obtain the materials or labor due to circumstances beyond the control of the Contractor or by any act of God or public authority, any such delay or delays shall cause a corresponding extension of the time under this Contract for the completion of the Work contemplated herein.

## SECTION 12 TERMINATION

This Agreement may be terminated by either party for a material breach of any of the terms contained in this Contract by giving written notice to the party in default or breach of this Agreement. Upon receipt of such written notice of termination, the breaching party shall have fifteen (15) days to correct or remedy any such breach. If such material breach is not corrected within said fifteen (15) day period, the Contract shall be terminated.

## SECTION 13

## PAYMENT BY THE FCC

The parties hereby acknowledge that payment of the Contract Price shall be made in the following proportion: The Customer shall pay $15 \%$ of the Contract Price to the Contractor in accordance with the terms set forth herein. The balance of the Contract Price consisting of $85 \%$, shall be paid by the FCC in accordance with the terms contained in Section 5 of this Contract.

## SECTION 14 MISCELLANEOUS

A. This Agreement constitutes the entire understanding of the parties and supersedes any previous written or verbal agreement and may not be changed or amended except by another instrument in writing signed by both parties.
B. This Agreement shall be construed and governed in accordance with the laws of the State of Ohio.
C. Any notice or demand which must or may be given under this Agreement or by law shall be in writing and shall be deemed to have been given (1) when physically delivered to any party under this Agreement; (2) when received by certified or registered mail, return receipt requested or (3) when received by a nationally known commercial courier service (such as Federal Express, addressed to the parties at their respective addresses).
D. All notices required or to be given under this Agreement shall be provided as follows:

As to the Contractor: GNJ Construction, LLC at the following address:
George Ailing
10777 Julie St
Alliance, OH 44601

With a Copy to:
David B. Spalding, Esq. 157 Wilbur Drive, N.E. North Canton, Ohio 44720

As to the Customer: ONE COMMUNITY
800 West St. Clair Avenue, $2^{\text {nd }}$ floor
Cleveland, Ohio 44113
c/o Mark Ansboury
E. Any condition or notice provided under this Agreement may be waived by any party hereto, providing that such waiver is in writing.
F. As used herein, the term "Effective Date" shall mean the date on which this Contract has been executed by the parties or the latter of the parties to sign the Contract.
G. This Agreement shall not be assigned without written consent of all parties.
H. The parties hereto agree to be bound by all terms and conditions hereof and in accordance with all applicable local, state and federal ordinances and statutes. Further, this Agreement shall be binding upon the heirs, executors, employees, agents, contractors, officers, employees and directors of the parties.
I. This Agreement shall not be assigned without the written consent of all parties.
J. This Contract is subject to and contingent upon the Contractor receiving suitable payment terms from the Federal Communications Commission, which terms shall be in accordance with the provisions for payment contained in this Agreement and the Specifications.

IN WITNESS WHEREOF, the parties have set their signatures on the date first above Written.

Signed in the presence of:


CONTRACTOR:
GNU CONSTRUCTION, LLC


CUSTOMER
ONE COMMUNITY


CEO
NEO RHIO PROJECT/ ALL ZONES
UNDERGROUND
UND Unit Rate $\quad$ COST

# NEO RHIO PROJECT- HEALTHNET GNJ CONSTRUCTION LLC Project Scope of Work 

## PHASE 1

## STRAND MAPPING/ DESIGN

Strand Mapping Design to be the first objective for the building process of this project. The objective is to start in all 3 regions (Eastern, Southern, Western).
Eastern ZONE -Leaving Conneaut, Ohio on Furnace Road South to Bushnell Rd. West to County Rd. 411 (Middle Rd.) South follow Rt. 411 South to Township Rd. 345 West. On Twp 345 West to County Rd. 342 South (Middle Rd) to State Rt. 6 East into North Richmond.

In North Richmond follow State Rt. 7 South to County Road 12 (Footville Richmond Rd.) East to Route 193 South to Route 182 East. Follow Route 182 East to County Rd. 27 South to Township Rd. 577 East. Follow Route 577 Knowlton Rd. North to County Rd. 166. These Routes will go around rock creek. On Route 166 East Follow it to State Route 45 North up to Glenbeigh Health Sources on State Rt. 45.
After passing Glenbeigh Health Sources follow Rt. 45 North to County Rd. 307 East, follow Rt. 307 East to Walter Main Rd. North up to State Rt 20 East. Follow Rt. 20 to pass UHHS Brown Memorial Hospital. Once past the hospital and connecting back to the start of this ring on Furnace Rd. South.

Western Zone - Starting at Avon Belden Rd in North Ridgeville, Ohio heading into the City of Elyria, Ohio. From the Western section of Elyria on County Rd. 57 to Rt. 51 North to Rt. 113 West. From there to Rt. 58 North to Rt. 13 west to State Rt. 250 into the beginning of Sandusky, Ohio. That will lead us to Firelands Hospital and through the City leaving on Hayes St. Going to West Perkins Ave to Old Railroad Rd. South Heading to Rt. 20 West. From there to Rt. 269 South to Rt. 101 west to Rt. 247 West to Whitemore to Rt. 232 South to Rt. 241 West to Rt. 204 south to Beeler Rd. West to Rt. 198 South to Rt. 221 (E. Cole Rd.) to City edge of Ballville, Ohio.
From there to Freemont, Ohio on Rt, 530 past memorial Hospital. We then would continue South on Taft to Buckland South out of Freemont, Ohio. on Rt. 132 south to Rt. 12 South into Fostoria, Ohio. from Fostoria, Ohio to the City of Tiffin. From Township Rd. 21 South to Township Rd. 112 west. From there on State Rt. 101 to Rt. 177 North to Rt. 20 into Bellvue, Ohio From Rt. 20 to County Rd. 30 South. From 30 South to Township Rd. 78 into Willard, Ohio From Willard, Ohio on Rt. 103 East t Rt. 45 North to Rt. 162 east to County Rd. 150 North to Norwalk, Ohio. continuing onto Rt. 250 South to Rt. 13 South to State Rt. 162 into New London, Ohio continuing from there to Rt. 60 South to Ashland, Ohio. Once into Ashland, Ohio the Western Fiber Ring would end and the Southern Fiber Ring will continue.

Southern Zone- Out of the City of Ashland, Ohio on Cleveland Ave North to Lodi, Ohio from Rt. 83 East to County Rd. 97 East to County Rd. 6 South into Wooster, Ohio. Leaving Wooster, Ohio on County Rd 176 South to State Rd. 83 South continuing South through Holmesville into Millersburg, Ohio leaving Millersburg on Rt. 62/83 South to County Rd 83 into Coshocton, Ohio Leaving Coshocton, Ohio on County Rd, 16 East through West Lafayette, County 16 turns into County Rd 9. Continuing on Rt. 9 East into Newcomers Town from there to Rt. 36 East into Uhrichsville/ Dennison leaving Uhrichsville/ Dennison on County Rd. 64 North into New Philadelphia, Ohio continuing North into Strasburg onto Township Rd. 421 into Canton, Ohio leaving Canton, Ohio on Wooster St West to County Rd 7 into Orrville, Ohio from there heading West on Rt. 7 to 47 North up to County Rd. 23 back into the City of Wooster.

Once this process is started all information will be turned in on a weekly basis to One Community for the planning, permitting and construction to begin. The scope of the strand mapping shall be completed in 50 Days.

## PHASE 2

UNDERGROUND CONSTRUCTION

This will be the first step of construction. After given the ok from One Community of Getting necessary permits, construction will begin. Following the Routes explained in the section above under strand mapping, will be the same routes used for the Underground construction. We will be Either placing 1-1/4" to 2" conduit and placing $17 \times 24 \times 30$ pull vaults.
We plan to have a minimum of 5 crews in the Eastern Region 3 to 4 in the Western Region and 3 to 4 in the Southern region. Our goal is to try to complete 1 mile per day per Region. Being that the Eastern Region is the smallest we plan to complete that first. Once complete all crews will move to the Western Region, and when this is completed to the Southern Region. We would also be responsible for calling oups (OHIO UTILITIES PROTECTION SERVICES) to get all utilities that are underground located. Once we contact them we have to wait up to 48 hours until construction can get started. That gives us the time also to manage the areas where we'll be working.

## PHASE 3

## AERIAL CONSTRUCTION

Aerial Construction for all 3 zones will begin as pole permits are given to us. Under these circumstances GNJ Construction LLC will not be responsible if deadlines are not met due to not receiving pole permits in a timely manner. For Example: If we would have 20 miles in hand at one time, we would be looking at a $2-3$ week time frame for completion. That would be 4 crews at 5 miles per crew.

## PHASE 4 <br> FIBER PULL

As underground construction is being completed we will start the process of pulling the Fiber through the conduit. As segments are being completed between spice points the fiber placement will begin. For Example: If there is $15,000^{\prime}$ of conduit that is placed from one Pole to another Pole, fiber placement will begin in that section. We would call this a point to point. As all point to points are completed we will begin the placement of Fiber. Average time for construction would be for 1 mile per day per crew.

## PHASE 5 FIBER SPLICING

All Fiber Splicing will occur as splice points are ready. For Example: Say from Wooster Hospital to next splice point. As soon as both fiber tails are in place, we will splice that location. Along with all fiber tails that come together. 1 crew could complete 3 locations per day.

## PHASE 6 LATERALS- FIBER TO INSIDE OF HOSPITALS

Gaining all contact information to all hospitals, and calling contact person for scheduling a walk through in a timely manner. As soon as walk-outs are complete, scheduling will be set for construction. Longest timeframe to complete most sites would be 30 days.

## Exhibit A - Healthcare Distribution Costs

| Ashtabula County Medical Center | $\$$ | $240,454.03$ |
| :--- | :---: | ---: |
| Coshocton County Memorial Hospital | $\$$ | $957,143.07$ |
| East Liverpool City Hospital | $\$$ | $122,889.17$ |
| Firelands Regional Medical Center | $\$$ | $1,106,240.50$ |
| Fisher Titus Medical Center | $\$$ | $414,668.95$ |
| Glenbeigh Hospital of Rockcreek | $\$$ | $334,266.04$ |
| H. B. Magruder Memorial Hospital | $\$$ | $459,284.97$ |
| Jefferson Healthcare Center | $\$$ | $418,209.91$ |
| Memorial Hospital | $\$$ | $329,686.06$ |
| Samaritan Regional Health System | $\$$ | $430,603.25$ |
| The Bellevue Hospital | $\$$ | $237,621.27$ |
| Twin City Hospital | $\$$ | $747,518.61$ |
| UHHS Conneaut Medical Center | $\$$ | $375,010.27$ |
| UHHS Geneva Medical Center | $\$$ | $240,454.03$ |
| Union Hospital | $\$$ | $336,059.78$ |
| Wooster Community Hospital | $\$$ | $574,011.87$ |
|  |  |  |
| Total | $\$$ | $7,324,121.77$ |

## Appendix B - Invoicing Reporting Distribution by Invoice Period

Invoice Period 1


Invoice Period 2

| 10 | - | Task Name | cost | Hosptan Name | Fiber Mles | Start | Firish |  | $2011$ | $2012$ | $2013$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | - | FCC HealthNet Network Build | \$13,277,758.23 |  |  | 10/15/99 | 1/26/11 |  | $\mathrm{H}_{1} \mathrm{H}_{2}$ |  |  |
| 2 |  | Phase 1 | \$13,277,758.23 |  |  | 10/15:09 | 126/11 |  | 1/26 |  |  |
| 3 |  | Eastern Zone | \$0.00 |  |  | 1/4/10 | 8 8.910 | $\square 8 / 9$ |  |  |  |
| 96 |  | Segment E-3 (Rockcreek-Geneva) | \$0.00 | Glenbeigh | 19 | 1/19/10 | 6/2410 |  |  |  |  |
| 97 |  | Conduct site walkout | \$0.00 |  |  | 1/19/10 | 2/1/10 | - |  |  |  |
| 98 |  | Aerial | \$0.00 |  |  | 1/19/10 | 2/1/10 |  |  |  |  |
| 102 |  | Measure individual utitities on poles | ${ }^{90.00}$ |  |  | 2 2M10 | 2 2M10 | $1{ }^{1}$ |  |  |  |
| 103 |  | Underground | ${ }^{\$ 0.00}$ |  |  | 1/25/40 | 2/1/10 | - iknuma |  |  |  |
| 107 |  | Gather information on construction obstacles | \$0.00 |  |  | ${ }^{1 / 2890}$ | 2 2M10 | 1 EGusw |  |  |  |
| 108 |  | Summarize walkout intormation and enter into CAD drs | \$0.00 |  |  | 2 2M10 | 288, | \| EGIJot |  |  |  |
| 142 |  | Segment E-4 (RockCreek-Jefferson) | \$0.00 | Jefferson | 18 | 2/3/10 | $\begin{array}{r}8 / 9 / 19 \\ \hline 1010\end{array}$ | $\square^{8 / 9}$ |  |  |  |
| 143 |  | Conduct site walkout | \$0.00 |  |  | 2/3/10 | 2/10/10 |  |  |  |  |
| 144 |  | Aerial | \$0.00 |  |  | $2 / 410$ | 2/10/10 |  |  |  |  |
| 145 |  | Obtain pole information | ${ }^{90.00}$ |  |  | 21410 | 289M0 |  |  |  |  |
| 146 <br> 147 |  | Gather pole birthmark (if available) | \$0.00 |  |  | 28810 | 2я910 | tichew |  |  |  |
| 147 148 |  | Obtain utility name who owns each pole Measure individual utities on poles | \$0.00 80.00 |  |  | 219910 29910 | 29910 29090 |  |  |  |  |
| 149 |  | Underground | \$0.00 |  |  | 2/3/10 | 2/9/10 |  |  |  |  |
| 150 |  | Identity underground locations | 80.00 |  |  | 21310 | 214/10 | thGusw1 |  |  |  |
| 151 |  | Identity riser poles | \$0.00 |  |  | 21410 | 28970 | GGINW1 |  |  |  |
| 152 |  | Location of pull vauts | \$0.00 |  |  | 281810 | 218/0 | Guww1 |  |  |  |
| 153 |  | Sunmarize warkout intormation ons andentection obstacles | 90.00 <br>  <br> 0.00 |  |  | 2810 24010 | 29990 21740 |  |  |  |  |
| 154 |  | Summarize walkout information and enter into CAD dre | \$0.00 |  |  | 24010 | 24740 | ${ }_{1}$ Egheor |  |  |  |
| 188 |  | Western Zone | \$0.00 |  |  | 1/4/10 | 12/6/10 |  |  |  |  |
| 189 |  | Segment W-1 (Elyria-Sandusky) | ${ }^{\$ 0.00}$ | Firelands | 51 | 1/4/10 | 9/10/10 | WGIUO1 |  |  |  |
| 201 |  | Summarize walkout information and enter into CAD drs | \$0.00 |  |  | 1/1810 | 214/10 | 0 WGHJOT |  |  |  |
| 235 |  | Segment W-2 (Sandusky-Clyde) | \$0.00 |  | ${ }^{33}$ | 1/20/10 | 11/4/10 |  |  |  |  |
| 236 |  | Conduct site walkout | \$0.00 |  |  | 1/20/10 | 2/1/10 | $\checkmark$ |  |  |  |
| 237 |  | Aerial | \$0.00 |  |  | 1/20/10 | 2/1/10 |  |  |  |  |
| 241 |  | Measure individual utitities on poles | \$0.00 |  |  | 128/10 | 2 21/0 | 1 wansw |  |  |  |
| 242 |  | Underground | \$0.00 |  |  | 1/20/10 | $\begin{array}{r}2 / 1 / 10 \\ \hline 2140\end{array}$ |  |  |  |  |
| 246 |  | Gather information on construction obstacles | \$0.00 |  |  | 128M0 | 2410 | 1 WGUJW2 |  |  |  |
| 247 |  | Summarize walkout information and enter into CAD drs | ${ }^{90.00}$ |  |  | 2/4/10 | 217710 | IWGHJOT |  |  |  |
| 281 |  | Segment W-3 (Clyde - Fremont) | \$0.00 | Memorial | 12 | 2/3/10 | 12/6/40 |  |  |  |  |
| 282 |  | Conduct site walkout | \$0.00 |  |  | 2/3/10 | 2/8/10 | $\square$ |  |  |  |
| 283 |  | Aerial Obtain pole information | \$0.00 $\$ 0.00$ |  |  | 2/3/19 | 278/10 |  |  |  |  |
| 285 |  | Gather pole birthmark (if available) | \$0.00 |  |  | $214 / 10$ | 214/10 |  |  |  |  |
| 286 |  | Obtain utility name who owns each pole | \$0.00 |  |  | 21410 | 28970 | ,wgiswa |  |  |  |
| 287 |  | Measure individual utitities on poles | \$0.00 |  |  | 28890 | 2810 | \|wginwi |  |  |  |
| 288 |  | Underground | \$0.00 |  |  | 2/3/10 | 2/8/10 | 7 |  |  |  |
| 289 |  | Identify underground locations | \$0.00 |  |  | 223140 | $2{ }^{214 / 40}$ |  |  |  |  |
| 290 |  | Identity riser poles Location of pull vauts | \$0.00 $\$ 0.00$ |  |  | 214,10 24,40 | 214,40 28180 | WGHWW2 |  |  |  |
| 292 |  | Gather information on construction obstacles | ${ }^{50.00}$ |  |  | 28810 | 288.10 | ${ }^{\text {FWGHIWz}}$ |  |  |  |
| 327 |  | Segment W-4 (fremont-Port Clinton) | \$0.00 | Magruder | 20 | 2/10/10 | 7/20/10 | $\square^{7 / 20}$ |  |  |  |
| 328 |  | Conduct site walkout | \$0.00 |  |  | 2/10/10 | 2/77/10 |  |  |  |  |
| 329 |  | Aerial | \$0.00 |  |  | 2/10/10 | 2/17/10 |  |  |  |  |
| 330 |  | Ottain pole information | \$0.00 |  |  | 2 21090 | 29140 | tWGIUw1 |  |  |  |
| 331 |  | Gather pole bithmark (if available) | \$0.00 |  |  | 2M1M0 | 24590 | Wegluw1 |  |  |  |
| 332 <br> 333 |  | Obtain utility name who owns each pole Measure individual utities on poles | \$0.00 $\$ 0.00$ |  |  | 241510 2月6M0 | 246/10 $\mathbf{2} 21790$ | FWguwn |  |  |  |
| 333 <br> 334 |  | Measure individual utitities on poles Underground | \$0.00 $\$ 0.00$ |  |  | 2/16/10 | 2/177/10 | ${ }^{\text {a whilw }}$ |  |  |  |
| ${ }^{335}$ |  | Identity underground locations | ${ }^{80.00}$ |  |  | 24090 | 2911M0 | twgiswz |  |  |  |
| 336 |  | Identity riser poles | \$0.00 |  |  | 2/1140 | 29590 | Wwiluwz |  |  |  |
| 337 |  | Location of pull vauts | \$0.00 |  |  | 24510 | 246/10 | WWGHWz |  |  |  |
| 338 |  | Gather information on construction obstacles | \$0.00 |  |  | 246M0 | 24770 | \|wanswz |  |  |  |
| 373 |  | Segment W-5 (Clyde-Bellevue) | \$0.00 | Bellevue | 7 | 2/22/40 | 8/3/40 | $\square^{8 / 3}$ |  |  |  |
| 374 |  | Conduct site walkout | +0.00 |  |  | 2222/10 | 2123/19 | $\nabla$ |  |  |  |
| 375 |  | Aerial | \$0.00 |  |  | 2/22/10 | 2/23/10 |  |  |  |  |
| 376 <br> 377 |  | Obtain pole information | ${ }^{50.00}$ |  |  | 222210 | 2222M0 |  |  |  |  |
| 377 |  | Cather pole b bithmark (if available) Obtain utilty name who owns each pole | \$0.00 $\$ 0.00$ |  |  | 212210 212210 | 2122M0 2123910 | WWGHWY |  |  |  |
| 379 |  | Measure individual utitities on poles | \$0.00 |  |  | 2123/10 | 223310 | ${ }^{\text {F }}$ Wginw1 |  |  |  |
| 380 |  | Underground | \$0.00 |  |  | 2/22/10 | 2/23/10 |  |  |  |  |
| 381 |  | Identity underground locations | ${ }^{90.00}$ |  |  | 222210 | 222290 | ${ }_{\text {t WGIIJW2 }}$ |  |  |  |
| 382 |  | Identity riser poles | \$0.00 |  |  | 212210 | 212240 | \% whuwz |  |  |  |
| 383 |  | Location of pull vauts | \$0.00 |  |  | 222240 | 22390 | \%WGHJW2 |  |  |  |
| 384 |  | Gather information on construction obstacles | \$0.00 |  |  | 223410 | 2223M0 | \|WGH.JW2 |  |  |  |
| 557 |  | Southern Zone | \$0.00 |  |  | 1/4/10 | 1/5/11 |  |  |  |  |
| 604 |  | Segment S-2 (Wooster-Coshocton) | ${ }^{50.00}$ | Coshocton | 49 | 1/13/40 | 10/29/10 |  |  |  |  |
| 616 |  | Summarize walkout intormation and enter into CAD drs | \$0.00 |  |  | 127/10 | 24590 | 0 SGIUO1 |  |  |  |
| 650 |  | Segment S-3 (Coshocton - Denison) Conduct site walkout | \$90.09 | Twin City | 37 | 2/7/10 | 12/1/19 2/10 |  |  |  |  |
| 652 |  | Aerial | \$0.00 |  |  | 21/10 | 2/11/10 |  |  |  |  |
| 653 |  | Obtain pole information | \$0.00 |  |  | 24M0 | 23/30 | ${ }^{\text {c }}$ GInsw1 |  |  |  |
| 654 |  | Gather pole bithmark (if available) | \$0.00 |  |  | 21310 | 214/10 | tsoluw |  |  |  |
| 655 |  | Obtain utility name who owns each pole | \$0.00 |  |  | 21410 | 28970 | Soliuw1 |  |  |  |
| 656 <br> 657 |  | Measure individual utitities on poles Underground | \$0.00 +0.00 |  |  | 2, $21 / 10$ | 2/1/10 | $1{ }^{\text {SGIJW1 }}$ |  |  |  |
| 657 |  | Underground | \$0.00 |  |  | 2/1/10 | 2/1/10 |  |  |  |  |
| 658 |  | Identity underground locations Identity riser poles | $\$ 0.00$ $\$ 0.00$ |  |  | 24190 2310 | 23/40 | SGIUN2 |  |  |  |
| 660 |  | Location of pull vauts | \$0.00 |  |  | 214110 | 29990 | b GIINW2 |  |  |  |
| 661 |  | Gather information on construction obstacles | \$0.00 |  |  | 2,910 | 291140 | SGusw2 |  |  |  |
| 662 <br> 696 |  | Surnmarize walkout information and enter into CAD drs Segment S ( (eenison - Hew Philadelthia) | ${ }^{\$ 0.00}$ |  |  | 2/5/10 | 212540 $\mathbf{1 5 / 4 1}$ | 1 SGIJOT |  |  |  |
| 696 <br> 697 |  | Segment S-4 (Denison- Hew Philadelphia) Conduct site walkout | +80.00 |  | 13 | 2/16/19 | 1/5/11 2/18/10 | $\nabla$ |  |  |  |
| 698 |  | Aerial | \$0.00 |  |  | 2/16/40 | 2/18/10 | $\square$ |  |  |  |
| 699 |  | Ottain pole information | \$0.00 |  |  | 24610 | 24610 | $\mathrm{t}^{\text {SGIINW }}$ |  |  |  |
| 700 |  | Gather pole birthnmark (if available) | \$0.00 |  |  | 21810 | 24770 | Scouve |  |  |  |
| 701 <br> 702 |  | Obtain utility name who owns each pole Measure individual utitities on poles | \$0.00 $\$ 0.00$ |  |  | 2M1710 | 24770 24810 | tsoluw |  |  |  |
| 703 |  | Undergsound | $\$ 0.00$ $\$ 0.00$ |  |  | 2/16/40 | 2/18/10 |  |  |  |  |
| 704 |  | Idertity underground locations | \$0.00 |  |  | 246M0 | 29690 | $\mathrm{t}^{\text {sGIuswz }}$ |  |  |  |
| 705 |  | Identity riser poles | \$0.00 |  |  | 246M0 | 24770 | tsonswz |  |  |  |
| 706 |  | Location of pull vauts | \$0.00 |  |  | 24740 | 29770 | 5saluw |  |  |  |
| 707 |  | Gather information on construction obstacles | \$0.00 |  |  | 247710 | 24810 | \| SGIUwz |  |  |  |
| 742 |  | Segment S-5 (Hew Philadelphia - Canton) | \$0.00 |  | 28 | 2/23/10 | 8/26/10 | $\square^{3 / 26}$ |  |  |  |
| 743 |  | Conduct site walkout | \$0.00 |  |  | 2/23/40 | 3/3/10 | $\square$ |  |  |  |
| 744 |  | Aerial | \$0.00 |  |  | 2/23/10 | 3/3/10 |  |  |  |  |
| 745 <br> 746 |  | Otaiain pole intormation ${ }_{\text {Gather }}$ | ${ }^{\$ 0.00}$ |  |  | 223390 | 2244M0 |  |  |  |  |
| 746 <br> 749 <br> 789 |  | Gather pole blithnmark (if avaliable) Underground | \$0.00 $\$ 8.00$ |  |  | 22124/0 | $225 / 40$ $\mathbf{3 / 3 / 1 0}$ |  |  |  |  |
| 750 |  | Identity underground locations | \$0.00 |  |  | 223310 | 2124/10 | sGusw2 |  |  |  |
| 751 |  | Identity riser poles | \$0.00 |  |  | 224,10 | 225/10 |  |  |  |  |



## Invoice Period 4



## Invoice Period 5

| ID | 0 | Task Name |  | Cost | Hospital Name | Fiber Miles | Start | Finish | 2010 |  |  | 2011 |  | 2012 |  | 2013 <br> $H 1$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | H2 |  |  |  |  | H1 | H2 | H1 | H2 | H1 | H2 |  |
| 1 |  | 人 | FCC HealthNet Network Build |  | \$13,277,758.23 |  |  | 10/15/09 | 1/26/11 |  |  |  |  |  |  |  |  |
| 2 |  |  | Phase 1 | \$13,277,758.23 |  |  | 10/15/09 | 1/26/11 |  |  |  |  |  |  |  |  |  |
| 3 |  |  | Eastern Zone | \$0.00 |  |  | 1/4/10 | 8/9/10 |  |  |  |  |  |  |  |  |  |
| 50 |  |  | Segment E-2 (Geneva-Ashtabula) | \$0.00 | Ashtabula \& Geneva | 14 | 1/11/10 | 5/5/10 |  |  |  |  |  |  |  |  |  |
| 84 |  |  | Field Construction | \$0.00 |  |  | 3/10/10 | 5/5/10 |  |  |  |  |  |  |  |  |  |
| 88 |  |  | Implement lateral and inside fiber connection | $\$ 0.00$ |  |  | 4/21/10 | 5/5/10 |  |  |  |  |  |  |  |  |  |
| 96 |  |  | Segment E-3 (Rockcreek-Geneva) | \$0.00 | Glenbeigh | 19 | 1/19/10 | 6/24/10 |  |  |  |  |  |  |  |  |  |
| 130 |  |  | Field Construction | \$0.00 |  |  | 47/10 | 6/24/10 |  |  |  |  |  |  |  |  |  |
| 132 |  |  | Conduct pole work | \$0.00 |  |  | 4/7/10 | 5/5/10 |  |  |  |  |  |  |  |  |  |
| 188 |  |  | Western Zone | \$0.00 |  |  | 1/4/10 | 12/6/10 |  |  |  |  |  |  |  |  |  |
| 327 |  |  | Segment W-4 (Fremont-Port Clinton) | \$0.00 | Magruder | 20 | 2/10/10 | 7/20/10 |  |  |  |  |  |  |  |  |  |
| 361 |  |  | Field Construction | \$0.00 |  |  | 3/29/10 | 7/20/10 |  |  |  |  |  |  |  |  |  |
| 362 |  |  | Conduct underground work | $\$ 0.00$ |  |  | 3/29/10 | 5/18/10 |  |  |  |  |  |  |  |  |  |
| 557 |  |  | Southern Zone | \$0.00 |  |  | 1/4/10 | 1/5/11 |  |  |  |  |  |  |  |  |  |
| 558 |  |  | Segment S-1 (Canton-Akron) | \$0.00 |  | 24 | 1/4/10 | 5/6/10 |  |  |  |  |  |  |  |  |  |
| 592 |  |  | Field Construction | \$0.00 |  |  | 2/2/10 | 5/4/10 |  |  |  |  |  |  |  |  |  |
| 596 |  |  | Implement lateral and inside fiber connection | $\$ 0.00$ |  |  | 4/2010 | 5/4/10 |  |  |  |  |  |  |  |  |  |


| ID | 0 | Task Name |  | Cost | Hospital Name | Fiber Miles | Start | Finish | 2010 |  |  | 2011 |  | 2012 |  | 2013 <br> H1 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | H2 |  |  |  |  | H1 | H2 | H1 | H2 | H1 | H2 |  |
| 1 |  | 人 | FCC HealthNet Network Build |  | \$13,277,758.23 |  |  | 10/15/09 | 1/26/11 |  |  |  |  |  |  |  |  |
| 2 |  |  | Phase 1 | \$13,277,758.23 |  |  | 10/15/09 | 1/26/11 |  |  |  |  |  |  |  |  |  |
| 3 |  |  | Eastern Zone | \$0.00 |  |  | 1/4/10 | 8/9/10 |  |  |  |  |  |  |  |  |  |
| 96 |  |  | Segment E-3 (Rockcreek-Geneva) | \$0.00 | Glenbeigh | 19 | 1/19/10 | 6/24/10 |  |  |  |  |  |  |  |  |  |
| 130 |  |  | Field Construction | \$0.00 |  |  | 47/10 | 6/24/10 |  |  |  |  |  |  |  |  |  |
| 131 |  |  | Conduct underground work | $\$ 0.00$ |  |  | 4/20/10 | 6/9/10 |  |  |  |  |  |  |  |  |  |
| 133 |  |  | Test spliced fibers (entire segment) | $\$ 0.00$ |  |  | 6/9/10 | 6/10/10 |  |  |  |  |  |  |  |  |  |
| 134 |  |  | Implement lateral and inside fiber connection | $\$ 0.00$ |  |  | 6/10/10 | 6/24/10 |  |  |  |  |  |  |  |  |  |
| 188 |  |  | Western Zone | \$0.00 |  |  | 1/4/10 | 12/6/10 |  |  |  |  |  |  |  |  |  |
| 373 |  |  | Segment W-5 (Clyde-Bellevue) | \$0.00 | Bellevue | 7 | 2/22/10 | 8/3/10 |  |  |  |  |  |  |  |  |  |
| 407 |  |  | Field Construction | \$0.00 |  |  | 5/18/10 | 8/3/10 |  |  |  |  |  |  |  |  |  |
| 408 |  |  | Conduct underground work | $\$ 0.00$ |  |  | 5/18/10 | 67/10 |  |  |  |  |  |  |  |  |  |
| 557 |  |  | Southern Zone | \$0.00 |  |  | 1/4/10 | 1/5/11 |  |  |  |  |  |  |  |  |  |
| 742 |  |  | Segment S-5 (Ilew Philadelphia - Canton) | \$0.00 |  | 28 | 2/23/10 | 8/26/10 |  |  |  |  |  |  |  |  |  |
| 776 |  |  | Field Construction | \$0.00 |  |  | 4/14/10 | 8/26/10 |  |  |  |  |  |  |  |  |  |
| 777 |  |  | Conduct underground work | \$0.00 |  |  | 4/14/10 | 6/24/10 |  |  |  |  |  |  |  |  |  |

Invoice Period 7



Invoice Period 9



## Invoice Period 11



Invoice Period 12

| ID |  |  | Task Name | Cost | Hospital Name | Fiber Miles | Start | Finish |  | 2010 |  | 2011 |  | 2012 |  | 2013 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3 |  |  |  |  |  |  |  | H2 | H1 | H2 | H1 | H2 | H1 | H2 | H1 |
| 1 |  | 人 | FCC HealthNet Network Build | \$13,277,758.23 |  |  | 10/15/09 | 1/26/11 | $\square$ |  |  | 7 1/26 |  |  |  |  |
| 2 |  |  | Phase 1 | \$13,277,758.23 |  |  | 10/15/09 | 1/26/11 |  |  |  | 1/2 |  |  |  |  |
| 188 |  |  | Western Zone | \$0.00 |  |  | 1/4/10 | 12/6/10 |  |  |  | 12/6 |  |  |  |  |
| 281 |  |  | Segment W-3 (Clyde - Fremont) | \$0.00 | Memorial | 12 | 2/3/10 | 12/6/10 |  |  |  | 12/6 |  |  |  |  |
| 315 |  |  | Field Construction | \$0.00 |  |  | 10/1/10 | 12/6/10 |  |  |  |  |  |  |  |  |
| 319 |  |  | Implement lateral and inside fiber connection | $\$ 0.00$ |  |  | 11/22/10 | 12/6/10 |  |  |  | WGII |  |  |  |  |
| 511 |  |  | Segment W-8 (llew London - Ashland) | \$0.00 | Samaritan | 18 | 3/17/10 | 12/2/10 |  |  |  | 12/2 |  |  |  |  |
| 545 |  |  | Field Construction | \$0.00 |  |  | 9/23/10 | 12/2/10 |  |  |  |  |  |  |  |  |
| 547 |  |  | Conduct pole work | $\$ 0.00$ |  |  | 11/4/10 | 12/2/10 |  |  |  | WGII |  |  |  |  |
| 557 |  |  | Southern Zone | \$0.00 |  |  | 1/4/10 | 1/5/11 |  |  |  | 1/5 |  |  |  |  |
| 650 |  |  | Segment S-3 (Coshocton - Denison) | \$0.00 T | Twin City | 37 | 2/1/10 | 127/10 |  |  |  | 127 |  |  |  |  |
| 684 |  |  | Field Construction | \$0.00 |  |  | 8/17/10 | 127/10 |  |  |  |  |  |  |  |  |
| 688 |  |  | Implement lateral and inside fiber connection | $\$ 0.00$ |  |  | 11/22/10 | 12/7M0 |  |  |  | SGIIJ |  |  |  |  |
| 696 |  |  | Segment S-4 (Denison - Hew Philadelphia) | \$0.00 | Union | 13 | 2/16/10 | 1/5/11 |  |  |  |  |  |  |  |  |
| 730 |  |  | Field Construction | \$0.00 |  |  | 11/9/10 | 1/5/11 |  |  |  |  |  |  |  |  |
| 731 |  |  | Conduct underground work | $\$ 0.00$ |  |  | 11/17/10 | 12/21/10 |  |  | O SGIJJU4,SGHJU3,SGHJU2,SGHJU1 |  |  |  |  |  |
| 733 |  |  | Test spliced fibers (entire segment) | \$0.00 |  |  | 12/21/10 | 12/22/10 |  |  | /SGIIJSP1 |  |  |  |  |  |


|  |  | GNJ |  | nvoicing <br> Period 1 |  | nvoicing <br> Period 2 |  | Invoicing |  | Invoicing |  | Invoicing |  | Invoicing Period 6 |  | Invoicing Period 7 |  | Invoicing <br> Period 8 |  | Invoicing <br> Period 9 |  | Invoicing <br> Period 10 |  | Invoicing Period 11 | Invoicing <br> Period 12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ashtabula County Medical Center | \$ | 240,454.03 |  | 20,037.84 | \$ | 20,037.84 |  | 20,037.84 |  | 20,037.84 | \$ | 20,037.84 |  | 20,037.84 |  | 20,037.84 | \$ | 20,037.84 |  | 20,037.84 |  | 20,037.84 | \$ | 20,037.84 | \$ 20,037.8 |
| Coshocton County Memorial Hospital | \$ | 957,143.07 | \$ | 79,761.92 | \$ | 79,76 |  | 79,761.92 |  | 79,761.92 | \$ | 79,761.92 |  | 79,761.92 |  | 79,761.92 | \$ | 79,761.92 |  | 79,761.92 |  | 79,761.92 |  | 79,761.92 | \$ 79, |
| East Liverpool City Hospital | \$ | 122,889.17 | \$ | 10,240.76 | \$ | 10,240.76 | \$ | 10,240.76 | \$ | 10,240.76 | \$ | 0,240.76 |  | 10,240.7 |  | 0,240.7 | \$ | 10,240.76 | \$ | 10,240.76 | \$ | 10,240.76 | \$ | 10,240.76 | \$ 10,240.76 |
| Firelands Regional Medical Center | \$ | 1,106,240.50 |  | 92,18 | \$ | 92,186.71 |  | 92,186.71 |  | 92,186.71 | \$ | 92,186.7 |  | 92,186.71 |  | 92,186.71 | \$ | 92,186.7 |  | 92,186.7 |  | 92,18 |  | 92,186 | \$ 92,186.71 |
| Fisher Titus Medical Center | \$ | 414,668.95 | \$ | 34,555.75 | \$ | 34,555.75 | \$ | 34,555.75 | \$ | 34,555.75 | \$ | 34,555.75 |  | 34,555.75 |  | 34,555.75 | \$ | 34,555.7 | \$ | 34,555.7 | \$ | 34,555.7 | \$ | 34,555.73 | \$ 34,555 |
| Glenbeigh Hospital of Rockcreek | \$ | 334,266.04 | \$ | 27,855.50 | \$ | 27,855.50 |  | 27,855.50 |  | 27,855.50 | \$ | 27,855.50 |  | 27,855.50 |  | 27,855.50 | \$ | 27,855.50 |  | 27,855.50 |  | 27,855.50 |  | 27,855.5 | \$ 27,855.50 |
| H. B. Magruder Memorial Hospi | \$ | 9,284,97 | \$ | 3.75 | \$ | . 75 |  | 38,273.75 |  | 38,273.75 | \$ | 73.75 |  | 38,273.75 |  | 38,273.75 | \$ | 3,273.75 |  | 38,273.75 |  | 3,273.75 |  | 38,273.75 | \$ 38,273 |
| Jefferson Healthcare Center | \$ | 418,20 | \$ | 34,85 | \$ | 34,850.83 | \$ | 34,850.83 | \$ | 34,850.83 | \$ | 34,850.83 |  | 34,850.83 |  | 34,850.83 | \$ | 34,850.8 | \$ | 34,850.8 | \$ | 34,850.8 | \$ | 34,850. | 34,850. |
| Memorial Hospital | \$ | 329,686.06 | \$ | 27,473.84 | \$ | 27,473.84 | \$ | 27,473.84 | \$ | 27,473.84 | \$ | 27,473.84 |  | 27,473.84 |  | 27,473.84 | \$ | 27,473.84 |  | 27,473.84 |  | 27,473.8 | \$ | 27,473.8 | \$ 27,473 |
| Samaritan Regional Health System | \$ | 430,603.25 |  | 5,883.60 |  | 60 |  | 35,883.60 |  | 35,883.60 | \$ | 3,883.60 |  | 35,883.60 |  | 35,883.60 | \$ | 35,883.60 |  | 35,883.60 |  | 35,883.60 |  | 35,883.6 | 35,883. |
| The Bellevue Hospital | \$ | 237,621. | \$ | 19,801.77 | \$ | 19,801.77 | \$ | 19,801.77 | \$ | 19,801.77 | \$ | 19,801.77 |  | 19,801.77 |  | 19,801.77 | \$ | 19,801.77 | \$ | 19,801.77 | \$ | 19,801.7 | \$ | 19,801.77 | 19,801 |
| Twin City Hospital | \$ | 747,518.61 | \$ | 62,293.22 | \$ | 62,293.22 |  | 62,293.22 |  | 62,293.22 | \$ | 62,293.22 |  | 62,293.22 |  | 62,293.22 | \$ | 62,293.22 | \$ | 62,293.2 | \$ | 62,293.2 | \$ | 62,293.2 | \$ 62,293 |
| UHHS Conneaut Medical Center | \$ | 375,010.27 | \$ | 31,250.86 | \$ | 31,250.86 | \$ | 31,250.86 |  | 31,250.86 | \$ | 31,250.86 |  | 31,250.86 |  | 31,250.86 | \$ | 31,250.86 | \$ | 31,250.86 | \$ | 31,250.86 | \$ | 31,250.86 | \$ 31,250. |
| UHHS Geneva Medical Center | \$ | 240,454.03 | \$ | 20,037.84 | \$ | 20,037.84 |  | 20,037.84 |  | 20,037.84 | \$ | 20,037.84 |  | 20,037.84 |  | 20,037.84 | \$ | 20,037.84 |  | 20,037.84 |  | 20,037.84 | \$ | 20,037.84 | \$ 20,037.8 |
| Union Hospital | \$ | 336,059.78 | \$ | 28,004.98 | \$ | 28,004.98 |  | 28,004.98 |  | 28,004.98 | \$ | 28,004.98 |  | 28,004.98 |  | 28,004.98 | \$ | 28,004.98 |  | 28,004.98 |  | 28,004.98 | \$ | 28,004.9 | \$ 28,004. |
| Wooster Community Hospital | \$ | 574,011.87 | \$ | 47,834.32 | \$ | 47,834.32 |  | 47,834.32 |  | 47,834.32 | \$ | 47,834.32 |  | 47,834.32 |  | 47,834.32 | \$ | 47,834,32 |  | 47,834.32 |  | 47,834.32 | \$ | 47,834.32 | \$ 47,834.32 |
| Total | \$ | 7,324,121.77 |  | ,343.48 | \$ | 610,343.48 |  | 610,343.48 |  | 610,343.48 | \$ | 610,343.48 |  | 610,343.48 |  | 10,343.48 | \$ | 610,343.48 |  | 610,343.48 |  | 610,343.48 | \$ | 610,343.48 | \$ 610,343.4 |


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Page 1 of 1

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|  |  | 250.00 | EA | 8.38 | 2095.00 |
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|  |  | 3000.00 | EA | 14.26 | 42780.00 |
| 74537 | $1 \times 6$ CABLE MARKER Offer one | ORANGE BLANK STOCK$5000.00 \text { EA }$ |  | TOCK |  |
|  | Offer one |  |  | 0.47 | 2350.00 |
| 76500 | (HEAT SHRINK) | FIO PROTECTIVE SLEEVE 60MM |  |  |  |
|  | Offer one | 3000.00 |  | 0,19 | 570.00 |
| 10-4323 | FRM-1RU-2X-SO BK ASSY |  |  |  |  |
|  |  | 15.00 | EA | 52.29 | 784.35 |
| 99009 BK | FWM012XD BLACK | 12PRT WALL MOUNT DOUBLE DOOR |  |  |  |
|  |  | 15.00 | EA | 48.60 | 729.00 |
| 10-9709 | MLCD-12-SM-C-BLK LOADED LC SM | DUPLEX CERAMIC 6 PACK PANEL |  |  |  |
|  | Offer one | 30.00 | EA | 32.98 | 989.40 |
| 10-8365 | 4048 MINIDOME ENCL M-LINK | CART | ASSY |  |  |
|  |  | 20.00 | EA | 138.53 | 2770.60 |
| 10-6432 | PGTL-LCU-SM-2.9mm-2 SIMPLEX | Pigtail | JUPC, S | 2.9 mm 2 Me |  |
|  |  | 100.00 | EA | 7.35 | 735.00 |
| 10-6341 | ML-D3LLS2 | Duplex LC-LC SM 2 Meter UPC |  |  |  |
|  |  | 50.00 | EA | 15.74 | 787.00 |

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Multilink Representative Contact
Spence Carison

Price and Payment: All prices, unless otherwise stated, are F.O.B. shipping point and are exclusive of any federal, state, local or other taxes. Any applicable taxes are the responsibility of the Purchaser and shall be added to the invoice unless MULTILINK is provided the appropriate, valid exemption certificate by Purchaser. All prices are subject to change without notice. Shipments of ten percent ( $10 \%$ ) more or less than the order quantity constitute completed orders, unless previously agreed to by both Purchaser and MULTILINK.

Invoices are payable in full within thirty (30) days following invoice date. A discount of one percent (1\%) is allowable on invoices paid within (10) days following invoice date: this discount also applies to those orders shipped C.O.D. or cash in advance. Invoices outstanding past thity (30) days following invoice date will be subject to a late payment charge of one and one half percent ( $1-1 / 2 \%$ ) per month. Failure to pay any invoice by its due date makes subsequent invoices due immediately regardless of the terms herein. MULTILINK may option to withhold subsequent shipments until the account in question is settled to MULTILINK'S satisfaction.

Acceptance: All orders subject to acceptance by MULTILINK. Once placed and accepted, any order may be cancelled only upon terms exempting MULTILINK against all loss with the consent of MULTILINK.

Title and Risk of Loss: Title and risk of loss on all material sold by MULTILINK shall pass to Purchaser upon delivery of said materials to a common carrier regardless of freight terms stated or method of payment of transportation charges.

Transportation charges: Most shipments are via United Parcel Service and are prepaid and billed; however, MULTILINK reserves the right to specify routing of shipments. Truck shipments will be made prepaid.

Non-conformance refurn: All materials sold by MULTHLINK are non-retumable except for manufacturing defects. Upon receipt of materials, the customer will have 30 days to make a viable claim for non-conformance. Any material shown to MULTILINK'S satisfaction to be non-conforming at time of shipment will be replaced. MULTILINK will then render credit for the refurned goods, provided MULTILINK shall not be responsible for claims beyond replacement value of the defective material. Before returning any material, Purchaser must obtain written material return authorization from MULTILINK.

Express warranties: MULTILINK warrants that the goods are free from any material defect in workmanship and materials. Purchaser acknowledges that no sample or model of the goods, nor any sales literature, proposals, projections, or engineering data regarding the goods are any part of the basis of the bargain between the parties. Purchaser has made, and relies solely upon, its own determination of the suitability, compatibility, performance, and uses of the goods, and acknowledges to MULTILINK that the Purchaser does not rely upon any oral or written representations or statements by MULTLLINK regarding the goods, other than as expressly set forth in this Contract.

Disclaimer of implied Warranties: IN ALL EVENTS, WITH RESPECT TO ALL GOODS SOLD, MULTILINK DISCLAIMS THE IMPLIED WARRANTY OF MERCHANTABILITY AND THE IMPLIED WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE.

Limitation of Damages: IF MULTILINK BREACHES OR REPUTIATES THIS CONTACT BY REASON OF ANY DEFECT IN THE GOODS SOLD, THEN PURCHASER IS NOT ENTITLED TO, AND WAIVES ALL RIGHTS TO RECOVER, ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES, INCLUDING LOST PROFITS. Purchaser has carefully considered this limitation and is willing to bear the entire defective.

Purchaser's Exclusive Remedy: IF MULTILINK BREACHES THE WARRANTY SET FORTH ABOVE, THEN PURCHASER'S SOLE AND EXCLUSIVE REMEDY IS TO DEIMAND THAT MULTLLINK, AT MULTLLINK'S COST, REPAIR THE GOODS, OR REPLACE THE GOODS IF, AFTER A REASONABLE NUMBER OF ATTEMPTS, THEY CANNOT BE REPAIRED. In lieu of making any repair or replacement of the Goods, Multilink may elect to refund the total purchase price, in full satisfaction of all obligations owed to Purchaser by reason of such breach, in which case Multilink's duty to pay the refund will be conditioned upon Purchaser permiting Multilink to inspect and take possession of the Goods.

Statute of Limitations: The parties desire to reduce the period of limitations to one year. Accordingly, a party must commence a cause of action for a breach of this Contract including a breach of warranty, within one year after the cause of action has accrued.

Entire Agreement: Any term or condition contained in Purchaser's purchase order, acknowledgement form, confirmation or any other document issued by Purchaser that conflicts with any term of this Contract, or that adds to MULTILINK'S obligations under this Contract, is not part of this Contract and is not binding upon MULTILINK unless specifically identified and accepted in writing by an officer of MULTILINK. This document, including any attachments, embodies the entire agreement of the parties as to the subject matter contained in this document. There are no promises, terms, conditions, or obligations between the parties regarding the subject matter of this Contract other than those contained in this document, including any attachments. This Contract supersedes all previous communications, representations, or agreements, either verbal or writen, between the parties, including any correspondence, proposals, quotes, brochures, samples, models, or specification sheets, or any other oral or written statements or representations made by any MULTILINK salesmen. Accordingly, the parties shall request that any court or tribunal called upon to consider and enforce this Contract strictly apply the "parol evidence" rule. No course of pror dealings between the parties and no usage of trade is relevant to supplement or explain any term of this Contract.

Modification of Contract: No amendment, modification, change or discharge of any term or provision of this Contract will be valid or binding on either party, and no waiver of any of the terms of this Contract will be valid or binding on either party, unless it is in writing and signed by all of the parties; and with respect to MULTILINK, signed by an officer of MULTILINK.

Non-Waiver: Failure of MULTILINK or any of its agents or representatives to comply with any of the tems or conditions herein or failure to properly notify Purchaser of any breach of these conditions shall not be deemed a waiver of any right MULTILINK has to insist upon strict compliance of these terms and conditions in subsequent agreements.

Force Majeur: MULTILINK shall not be liable for any loss, damage, delay, change in shipment schedule or failure to deliver caused by accident, fire, strike, riot, civil commotion, insurrection, war, the elements, embargo, failure of carrier, inability to obtain transportation facilities, government requirements, acts of God or public enemy, previous commitments to customers or limitations on MULTILINK'S or its suppliers' products or marketing activities or any other cause or contingency beyond MULTiLINK'S control.

Freight Policy: Orders are shipped via best method as determined by MULTILINK unless specified by the Customer. Freight bills will be prepaid if shipped via common carrier under the condition that freight bills will be paid in net 7 days per ICC regulations.

Returns must be in original cartons, in resell able condition, and sent prepaid. (If merchandise was shipped to customer via UPS, it must be retumed via UPS), All returns must be made within a 60 -day limit and are subject to a $25 \%$ restocking charge (Special order and custom orders are non-refundable).

Claims for Shortages or Damages; Claims must be made within seven days of invoice date. All freight damages and shortages should be filed with the carrier within seven days.

Back Orders: All back orders will be retained and shipped on arrival unless otherwise notified. NO SALESMAN, DISTRIBUTOR, REPRESENTATIVE OR OTHER AGENT IS AUTHORIZED BY MULTILINK TO GIVE ANY WARRANTY OR GUARANTEE CONTRARY TO THE STATEMENTS MADE HEREIN.

IN WITNESS WHEREOF, the duly authorized representatives of the parties hereto have caused this Agreement to be duly executed.

Multilink

Signature


Title: $\quad\left(\begin{array}{c}\text { controller- } \\ \end{array}\right.$



Name: Mark T. Ansboury

Title: Senior VP-CTO

Date: $\quad 7-4-9$


## Exhibit A - Healthcare Distribution Costs

| Ashtabula County Medical Center | $\$$ | $6,053.62$ |
| :--- | :---: | :---: |
| Coshocton County Memorial Hospital | $\$$ | $6,053.62$ |
| East Liverpool City Hospital | $\$$ | $6,053.62$ |
| Firelands Regional Medical Center | $\$$ | $6,053.62$ |
| Fisher Titus Medical Center | $\$$ | $6,053.62$ |
| Glenbeigh Hospital of Rockcreek | $\$$ | $6,053.62$ |
| H. B. Magruder Memorial Hospital | $\$$ | $6,053.62$ |
| Jefferson Healthcare Center | $\$$ | $6,053.62$ |
| Memorial Hospital | $\$$ | $6,053.62$ |
| Samaritan Regional Health System | $\$$ | $6,053.62$ |
| The Bellevue Hospital | $\$$ | $6,053.62$ |
| Twin City Hospital | $\$$ | $6,053.62$ |
| UHHS Conneaut Medical Center | $\$$ | $6,053.62$ |
| UHHS Geneva Medical Center | $\$$ | $6,053.62$ |
| Union Hospital | $\$$ | $6,053.62$ |
| Wooster Community Hospital | $\$$ | $6,053.62$ |
|  |  |  |
| Total | $\$$ | $96,857.85$ |


| Costing |  |  |  |  | Materials |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Multilink |  | Invoicing Period 1 |  | 4000D STARFIGHTER DOME SPLICE | KIT SPLICE TRAY 4048 MULTLINK | $\begin{array}{\|c\|} \hline 2110-\text { SSPTB } \\ \text { SHOE } \\ \hline 10 \text { SNO- } \\ \hline \end{array}$ | MFM-15 <br> MARKER <br> $1 \times 6$ CABLE | MF-2170 (HEAT <br> SHRINK) | $\begin{array}{\|l\|l\|} \hline \text { FRM-1RU-2X-SO BK } \\ \text { ASSY } \end{array}$ | FWM012xD BLACK | MLCD-12-SM-C-BLK | $\underset{\substack{\text { M-LINK }}}{4048 \text { MINIDOME ENCL }}$ | PGTL-LCU-SM-2.9mm- 2 SIMPLEX | ML-D3LLS2 |
| Ashtabula County Medical Center | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty. $=188$ | Qty. $=833$ | 500 feet | Qty. $=1$ | Qty. $=1$ | $\mathrm{Qty} .=2$ | Qty. $=1$ | Qty. $=6$ | Qty. $=3$ |
| Coshocton County Memorial Hospital | \$ | 6,053.62 | \$ | 6,053.62 | 5 feet | 5 feet | Qty. $=188$ | Qty. = 833 | 500 feet | Qty. $=1$ | Qty. $=1$ | Qty. $=2$ | Qty. $=1$ | Qty. $=6$ | Qty. $=3$ |
| East Liverpool City Hospital | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty .188 | Qty. $=833$ | 500 feet | Oty $=1$ | Oty $=1$ | Qty $=2$ | Qty $=1$ | Qty. $=6$ | Qty $=3$ |
| Firelands Regional Medical Center | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty. $=188$ | Qty. = 833 | 500 feet | Qty. $=1$ | Qty. $=1$ | Qty. $=2$ | Qty. $=1$ | Qty. $=6$ | Qty. $=3$ |
| Fisher Titus Medical Center | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | $\mathrm{Qty}=188$ | $\mathrm{Qty} .=833$ | 500 feet | $\mathrm{Qty}=1$ | Qty $=1$ | Qty $=2$ | $\mathrm{Qty}=1$ | Qty $=6$ | Qty $=3$ |
| Glenbeigh Hospital of Rockcreek | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty .188 | $\mathrm{Qty}=$. | 500 feet | $\mathrm{Qty} .=1$ | $\mathrm{Qty} .=1$ | $\mathrm{Qty} .=2$ | $\mathrm{Qty}=1$ | $\mathrm{Qty} .=6$ | Qty. $=3$ |
| H. B. Magruder Memorial Hossital | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty. $=188$ | Qty. = 833 | 500 feet | Qty $=1$ | Qty $=1$ | Qty. $=2$ | Qty. $=1$ | Qty. $=6$ | Qty. $=3$ |
| Jefferson Healthcare Center | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Pty. $=188$ | Pty. $=833$ | 500 feet | Qty $=1$ | Qty $=1$ | Pty $=2$ | Qty $=1$ | Pty $=6$ | Pty $=3$ |
| Memorial Hospital | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty .188 | $\mathrm{Qty} .=833$ | 500 feet | $\mathrm{Qty}=1$ | $\mathrm{Qty} .=1$ | $\mathrm{Qty}=2$ | $\mathrm{Qty}=1$ | $\mathrm{Qty} .=6$ | Qty $=3$ |
| Samaritan Regional Health System | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty. $=188$ | Qty. = 833 | 500 feet | Qty. $=1$ | Qty. $=1$ | Qty. $=2$ | Qty. $=1$ | Qty. $=6$ | Qty. $=3$ |
| The Bellevue Hospital | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet |  |  | 500 feet | Qty $=1$ | Qty $=1$ | Qty $=2$ | Qty $=1$ | Qty $=6$ | Qty $=3$ |
| Twin City Hospital | \$ | 6,053.62 | \$ | 6,053.62 | $\frac{15.5}{15.5}$ feet | $\frac{15.5 \text { feet }}{15.5 \text { feet }}$ |  | $\mathrm{Qty} .=833$ $\mathrm{O} t \mathrm{y}=833$ | $\frac{500 \text { feet }}{500 \text { feet }}$ | Oty $=1$ Oty. $=1$ | Qty $=1$ $\mathrm{O}_{\text {Oty }}=1$ | Qty $=2$ $\mathrm{Qty}=2$ | Qty $=1$ Oty $=1$ | Qty $=6$ Oty $=6$ | Qty $=3$ Oty $=3$ |
| UHHS Geneva Medical Center | \$ | $\stackrel{6,053.62}{6,053.62}$ | ${ }^{\text {s }}$ | 6,053.62 | 15.5 feet | 15.5 feet |  | Qty. $=833$ | 500 feet | Qty. $=1$ | Qty. $=1$ | Qty. $=2$ | Qty. $=1$ | Qty. $=6$ | Qty. $=3$ |
| Union Hospital | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty = 188 | Qty = 833 | 500 feet | $\mathrm{Qty} .=1$ | Qty. $=1$ | $\mathrm{Qty} .=2$ | Qty = 1 | Qty $=6$ | $\mathrm{Qty} .=3$ |
| Wooster Community Hospital | \$ | 6,053.62 | \$ | 6,053.62 | 15.5 feet | 15.5 feet | Qty $=188$ | $\mathrm{Qty} .=833$ | 500 feet | $\mathrm{Qty} .=1$ | $\mathrm{Qty} .=1$ | Qty $=2$ | Qty $=1$ | Qty $=6$ | Qty $=3$ |
| Total | \$ | 96,857.85 | \$ | 96,857.85 | 250 feet | 250 feet | 3000 feet | $\mathrm{Qty} .=5000$ | 3000 feet | Qty. $=15$ | Qty. 15 | Qty $=30$ | Qty. $=20$ | $\mathrm{Qty} .=100$ | Qty. $=50$ |

** Fiber construction material that is distributed equally across the entire network. Some material cannot be split into fractions so the total does not equal the sum of individual sites (i.e. shoe mountings)

A Furvkuwa Company
OFS Fitel 1 Brightwave Blvd Carroliton GA 30117


QUOTATION

| OFS Quote Number | 20003720 |
| :--- | :--- |
| Valid From | To |
| Project \# | NEO RHIO- OH |
| Terms | NET 30 DAYS |
| IncoTerms | FOB ORIGIN |
| Freight Terms | Freight Pre-paid |
| Currency | USD |
| Sales Executive | Alex Chew |
| Phone | 317-716-0594 |
| Email | Alex.Chew@ofsoptics.com |
| ISR | Amanda Berna |
| Email | aberna@ofsoptics.com |
| Fax |  |


| Item | Cust Item Cust MatI | Material Lead Time | Mat'l Desc | Order Qty | Unit Price | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10 | Lead Time: <br> Min Order Qt | PP0-201-135-0270 <br> AT-3BEH2YT-096 <br> Fortex DT-100\% Dry Single PE Jkt, Singl ALLWAVE SM-. 351 <br> Overdelivery <br> 2-3 WEEKS <br> 1,640.42 | AT-3BEH2YT-096 <br> Light Armor <br> Armor, Dielectric C <br> $1 / .25 \mathrm{db} / \mathrm{km@1310/}$ <br> olerance <br> :3.0 <br> BEGIN <br> FT | $2,904,000 \mathrm{FT}$ <br> ral Member 5/1550 | $0.580 / \mathrm{FT}$ | 1,684,320.00 |
| 20 | Lead Time: <br> Min Order Q | PP0-201-130-0270 <br> AT-3BEH2YT-012 <br> SINGLE PE JKT, SI <br> ALLWAVE-SM_.35/ <br> Overdelivery <br> 2-3 WEEKS <br> $1,640.42$ <br> **CONTRACT EXP | AT-3BEH2YT-012 <br> ORTEX DT-100\% GLE ARMOR, DIEL 1/.25 DB/KM@131 <br> olerance <br> :3.0 <br> BEGIN <br> FT <br> RATION DATE: JA | $60,000 \mathrm{FT}$ <br> LIGHT ARMO TRIC CENTRA 385/1550 <br> ARY 30, 2011** | $0.216 / \mathrm{FT}$ <br> MEMBER | 12,960.00 |

OFS Fitel 1 Brightwave Blvd Carrollton GA 30117

## Sold-to-Party

101072
ONE COMMUNITY
800 WEST ST. CLAIR SECOND FLOOR
CLEVELAND OH 44113

| QUOTATION |  |
| :--- | :--- |
| OFS Quote Number | 20003720 |
| Valid From | To |
| Project \# | NEO RHIO-OH |
|  |  |

To place an order, please contact Customer Service at 1-800-366-3483.
Stock cables are subject to sale without prior notification. Quoted lead times are estimates only and subject to plant loading at the time of order placement. All cable orders $\Rightarrow \$ 25,000$ shall be freight allowed utilizing standard ground transportation within the continental United States.
***OFS will assess a service charge for all shipments requiring flat-bed trucks***

Total
$1,697,280.00$
Total:
$1,697,280.00$


Doug Bookout $\qquad$
Sr. Managerfustomer Care $\qquad$


THE TERMS AND CONDITIONS OF SALE CONTAINED HEREIN（胃THIS AGREEMENTM）SHALL APPLY TO ALL QUOTATIONS AND OFFERS MADE AND PURCHASE ORDERS ACCEPTED BY SELIER．IF THESE TERMS AND CONDITIONS CONFUCT WITH TERMS AND CONDITIONS OF A PURCHASE ORDER OR PROCUREMENT DOCUMENT ISSUED BY BUYER，THE TERMS AND CONDITIONS CONTAINED HEREIN SHALL GOVERN．SELLERIS ACCEPTANCE OF BUYERAS ORDER IS CONDITIONED UPON BUYERES ACCPTANCE OF THESE TERMS AND CONDIIONS BY ACCEPTANCE OF AND PAYMENT FOR PRODUCT SOLD HEREUNDER AND IRRESPECTIVE OF WHEN BUYERWS PURCHASE ORDER OR PROCUREMENT DOCUMENT IS ISSUED OR WHETHER IT PRECEDES OR FOLIOWS ISSUANCE OF THIS AGREEMENT．SEUERIS FAILURE TO OBJECT TO PROVISIONS CONTAINED IN ANY COMMUNICATION FROM BUYER SHALL NOT BE DEEMED A WAIVER OF THE PROVISIONS HEREIN．
1．DELIVERY，TILE AND RISK OF LOSS E Shipment will be made in a manner determined by Seller． Tile（except as provided in Section 8，sRIGHTS IN INTELLECTUAL．PROPERTYY and risk of loss or damage to the product shall pass to Buyer at the time Seller delivers possession of the product to a carrier at Sellerlis．plant or warehouse or other facility without regard to notication of shipment or be at Buyerlis risk and expense．Freight shall be prepaid by Seller and irwoiced back to Buyer．Buyer shall be responsible for expenses incurred by Seller where，at Buyerlls request；Seller ships or packs product in other than its nomal manner for domestic shipment．
2．LCENSED PRODUCTS ：No tille or other ownership rights in any licensed products or any copies thereof shall pass to Buyer under this Agreement or any performance hereunder．Buyer agrees that it will not alter any notices on，prepare derivative works based on，or reproduce，reverse engineer， disassemble or decomple any soltware

3．TERMINATION OR CHANGE 書 Buyer shall not terminate，suspend performance，reschedule or cancel delivery or issue a 数hold＂order under this agreement，in whole or part，without Sellertls prior written consent an \＃d upon terms that will compensate Seller for any loss or damage resuiting from such action．Buyertis liability shall include，but not be limited to，the price of product deivered or held for disposition and the price of services already performed，plus Sellertis loss of profits thereon，incurred costs and a reasonable allocation of general and administrative expenses．Ary such termination shall
be subject to a minimum termination charge of fitteen percent（ $15 \%$ ）of the dolar amount of the sales be subject to

4．TERMS OF PAYMENT \＃Buyer shall pay the invoiced amount within thirty（30）days from the date of Sellerils irvoice．Delinquent payments are subject to an interest charge at the rate of one and of Seleriks irvoice．Deiinquent payments are subject to an interest charge at the rake of one and one－hal percent 1－1／2\％）per month，or portion thereot（but not io exceed he maximum taw hereby grants to Seler a purchase money security interest in the product to secure the purchase price of the product urtill the purchase price is paid in full Buyer agrees to execute and delliver all documents requested by Seller to perfect and maindain Sellerlis security interest Orders are subject to maximum outstanding credit limit（measured counting all outstanding invoices，whether or not past due，
combined with the valua of all accepted orders）as reasonably determined by Seller．Seller may refuse combined with the value of all accepted orders）as reasonably determined by Seller．Seller may refuse to accept purchase orders，if such acceplance would result in Buyer exceeding such credit limit．The amount of credit or terms of payment may be changed or credi withdrawn by Seller at any time．Each
shipment shall constitute an independent transaction and Buyer shall pay for same in accordance with the specified payment terms．，if shipments are delayed by Buyer．Seller may inwoice Buyer when Seller is prepared to ship．

5．TAXES \＃Any tax or related charge that Seller shall be required to pay to or collect for any government upon or with respect to services rendered or the sale，use or delivery of products shall be Bliled to Buyer a
6．PRODUCT CHANGES 韭 Selter may at any time（i）make changes in the products that do not materially affect physical or functional inferchangeability or performance or（ii）mak
changes or discontinue delivery of the product when required for purposes of safety．

7．WARRANTY＊Seller warrants to Buyer that products of its manuacture will be on the date of shipment of the product，free from defects in material and workmanship and will substantially conform to sellerits written specifications provided to Buyer or to the specifications，II any，identified in an order and agreed to in witing by Seller，other than specifications specifying performance for a period of time．If
any defect in material or workmanship or failure to meet sald published specifications（a wdefectin） any defect in material or workmanship or failure to meet said published specticaisons（a wdefecu） appears in the product，Seller wil，at its option，either repair or replace the defective product withou charge at Sellents manufacturing or repair facility or credit or refund the purchase price of the defective product（ii）Buyer notifies Seller in writing of the claimed defect with in thirty（30）days atter Buyer knows product，（i）Buyer notifies Seller in writing of the claimed delect within thirty（30）days alter Buyer knows or reasonably should know of the claimed defect actually exists．

Buyer shall follow Sellerlis instructions regarding return of defective product，and no product will be aocepted for repair，replacement，credit or refund without the witten authorization of and in accordance with Sellerlis instructions．Replaced products shall become Sellerlis property，in no event shall Seller be defermines that the returned products are not defective，Buyer stall pay Seller all costs of handing determines that the returned products are not defective，Buyer shall pay Seller all costs of handling， inspection，repairs and transportation at Seller備s then prevailing rates．Repairs and replacements defect must appear（i）within（3）months from the date of repair or replacement or（ii）prior to the expiration of the above fwelve（12）month period，whichever is later．With respect to products not manutactured by Seller，Seller，to the exdent permithed，exdends the warrarties and affords the remedies to Buyer given to Seller，by ilts，vendor of said products．
Seller makes no warranlies with respect to experimental products or prototypes or to products which have been subjected to misuse，neglect，accident or abuse or have been improperly installed，stored， maintained，repaired or allered by anyone other than Seller，or had their serial numbers or month and year of manuracture or shipment removed，delaced or altered．EXCEPT AS STATED IN THIS MAKE NO WARRANTIES EXPRESSOR IMPLIED，AND SPECIFICALLY DISCLAMM ANY WARRANTY IMPLIED WARRANTIES，IN LAW OR EQUITY．BUYERUS SOLE AND EXCLUSIVEREMEDY SHALL BE SELIERIS OBLIGAIION TO REPAIR OR REPLACE OR CREDIT OR REFUND AS SET FORTH ABOVE
8．RIGHTS IN INTELIECTUAL PROPERTY ：Seller exclusively shall own all right，title and interest in and to any irventions，discoveries，improvements，methods，ideas，computor and other apparatus programs and related documentation，other works of authorship fuxed in any tangible medium of expression，mask works or other forms of intellectual property，whether or not patentable，copyrightable or subject to mask work rights or other forms of protection，which are made，created，developed，wilten， of or as a result of work done under this Agreement．

9．INTELLECTUAL PROPERTY INDEMNITY \＃Seller shall（i）defend or settle，at its option and expense，any claim against Buyer alleging that any product furnished hereunder，in tha form in which it is furnished by Seller，infringes any United States patent copyright or trademarks（i）reimburse Buyer for
any costs incurred at Selerlis written request and（i）pay all damages and costs assessed by final any costs incurred at Seleniss writuen request，and（i）pay ail camages and costs assessed by fina option and expense to：（i）procure for Buyer the right to continue using such product（i）replace or option and expense toc（i）procure for Buyer the right to continue using such product（i），replace or
modily any such product provided or to be provided to be free of the inflingement ccim and，or modify any such product provided or to be provided to be tree of tre infringement ccaim and，or price paid less a reasonable allowance for use，damage and obsolescence．Sellerils obllgations hereunder are conditioned upon：（i）Buyer giving Selter prompt witten notice of amy such chaim；（i）Seller having complete control of the defense and settiement thereof and（iii）Buyer cooperating fully with Seller to faciltate the delense or setblement of such claim．
Notwithstanding the foregoing．Seller shall have no obligation to defend or settla any claim for any
infringement or other violation of any patent or other intellectual property right 0 a arising from complance intingement or ouner viotaion of any patent or other intelectual property right（i）ansing from compliance with Buyertis specifications，designs or instructions or（i）relating to use of any product furnished hereunder in combination with any other item（s），whether or not furnished by Seller，
the products necessary or inherent use or the use for which the product is purchased．

The sale of any product by Seller shall not in any way confer upon Buyer，or upon anyone claiming undar Buyer，any license（expressly or impliedly，by estoppel or otherwise）under any patent claim of Seller or others covering or relating to any combination machine or process in which such product is or might be used，or to any process or method of making such product：
10．EXPORT CONTROL－Buyer acknowledges that the products sold tinder this Agreement and technical information transmitted in connection therewith may be subject to export restrictions under applicable law，including the U．S．Department of Commerce Export Adiministration Reguations transinit sell，transfer or corvey any such products，technical information or soltware，or goods produced through the use of same，to any country，or cilizen or resident of a country，other than the United States without first securing written consent，if required，of the U．S．Department of Commerce．
11．EXCLUSIVE REMEDIES AND LMMTATIONS OF LIABILITY
A FOR PURPOSES OF THEEXCLUSIVE REMEDIES AND LMITATIONS OF LABIITY SET FORTH IN THIS SECTION 11，SELLER SHALL BE DEEMED TO INCLUDE OFS FITL，LLC，TSS SUBSIDIARIES AND AFFILATES AND THE DIRECTORS，OFFICERS，EMPLOYEES，AGENTS，REPRESENTATIVES TOREFER COLLECTIVELY TO ALL INUURY，DAMAGE，LOSS OR EXPENSE INCURRED．

B．SELLERIS ENTIRE LIABILTY AND BUYERS EXCLUSNE REMEDIES AGAINST SELLER FOR ANY DAMAGES CAUSED BY ANY PRODUCT DEFECT OR FAILURE，OR ARISING R＝FROM THE PERFORMANCE OR NON－PERFORMANCE OF ANY WORK REGARDLESS OF THE FORM OF AGTION，WHETHER IN CONTRACT，TORT INCLUDING NEGLIGENCE STRICT LABILITY OR OTHERWISE SHALL BE

1．FOR INFRINGEMENT，THEREMEDIES SET FORTH IN SECTION9．
OF PRODUCT OR WORK PERFORMED，THE REMEDIES STATED IN SECTION
3．FOR DELAYS IN DELIVERY NONE UNLESS THE DELIVERY IS DELAYED BY MORE THAN THaRIY（30）DAYS BY CAUSE NOT ATTRIBUTABLE ETHER TO BUYER OR TO FORCE TO CANCEL CONDITIONS，IN WHICH CASE BUYER SHALL HAVE THE RIGHT，AS SOLE REMEDY， TO CANCEL THE ORDER WITHOUT INCURRING TERMINATION CHARGES． OR DEATH TOANY PERSON

5．PROXIMATEY CAUSEDBY SELIER，BUYERMS RIGHT TOPROVEN DIRECT DAMAGES．
5．FOR CLAMMS OTHER THAN SET FORTH ABOVE，SELLER SLIABILITY SHALL BE
LMITED TO DIRECT DAMAGES THAT ARE PROVEN IN AN AMOUNT NOT TO EXCEED $\$ 100,000$ ．

C．NOTWITHSTANDING ANY OTHER PROVISION OF THIS AGREEMENT，SELLER SHALL NOT BE LLABLE FOR INCIDENTAL，INDIRECT，SPECIAL OR CONSEQUENTIAL DAMAGES OR FOR LOST PROFIT，SAVINGS OR REVENUES OF ANY KIND WHEIHER OR NOT SELLER HAS BEEN ADVISED OF THE POSSBILITY OF SUCH DAMAGES THIS PROVISION SHALL SURVIVE FALLURE OF AN EXCLUSIVEREMEDY．
12．MEDICAL AND LIFE SUPPORT APPLICATIONS \＃Seller does not recommend the rise of any products for medical or tife support applications wherein a faliure or malifunction of the product may directly threaten 柞e or cause injury and Seller will not knowingly sell its products for such use except pursuant to a writuen exception to this policy granted on a case

13．ASSIGNMENT A Buyer shall not assign this Agreement or any rights or obligations hereunder
without the prior witten consent of the Seller．Any attempted assignment without the Sellerlls consent shall be void and ineffective．
14．NON－WAMVER＊No course of dealing or failure of either party to strictly enforce any item，right or condition of this Agreement shall be constued as a waiver of such terms right or condition．
15．FORCE MAIEURE E Except with respect to Buyerlls obligation to make timely payments when due， neither perty shall be held responsible for any delay or failure in performance of any part of this government requirement，civil or military authority，act of God，nature or the public enemy，inability to government requirement，civil or military authority，act of God，nature or the public enemy，inability to efforts，act or omission of carriers or any other causes beyond is reasonable control，Seller may，in the event of any such circumstances allocate at is sole discretion its availabla Production output among itself and its other customers including at Sellerts option those not under contract．
16．CHOICE OF LAW 娄 The construction，interpretation and performance of this Agreement shall be governed by the substantive laws bt not the conlicts of law of the State of New York．The U．N． Convertion on Contracts for the International Sales of Goods shall not apply to the sale of product

17．ENTIRE AGREEMENT Except for any written agreement between the parties relating to confidentiality of proprietary information，the terms and conditions contained in this Agreement supersede all prior oral or wilten understandings between the parties and shall constitute the entre Aot be modilfed or amended except by a writing signed by Buyer and Seller．

## Exhibit A - Healthcare Distribution Costs

| Ashtabula County Medical Center | $\$$ | $44,469.58$ |
| :--- | ---: | ---: |
| Coshocton County Memorial Hospital | $\$$ | $171,616.86$ |
| East Liverpool City Hospital | $\$$ | $22,469.02$ |
| Firelands Regional Medical Center | $\$$ | $177,306.64$ |
| Fisher Titus Medical Center | $\$$ | $74,763.82$ |
| Glenbeigh Hospital of Rockcreek | $\$$ | $81,338.70$ |
| H. B. Magruder Memorial Hospital | $\$$ | $82,729.54$ |
| Jefferson Healthcare Center | $\$$ | $75,396.02$ |
| Memorial Hospital | $\$$ | $59,591.02$ |
| Samaritan Regional Health System | $\$$ | $77,608.72$ |
| The Bellevue Hospital | $\$$ | $43,153.82$ |
| Twin City Hospital | $\$$ | $134,190.62$ |
| UHHS Conneaut Medical Center | $\$$ | $67,683.18$ |
| UHHS Geneva Medical Center | $\$$ | $44,469.58$ |
| Union Hospital | $\$$ | $60,728.98$ |
| Wooster Community Hospital | $\$$ | $103,212.82$ |
|  |  |  |
| Total | $\$ 1,320,728.9$ |  |


|  |  | OFS Fitel | Percentage of Materials |  | Invoicing Period 1 | Materials Received (miles of $96-$ count fiber) | Materials Received (feet of 12-count fiber) | Invoicing Period 2 | Materials Received (miles of 96-count fiber) | Materials Received (feet of 12 -count fiber) | Invoicing Period 3 | Materials Received (miles of 96 -count fiber) | Materials Received (feet of 12-count fiber) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ashtabula County Medical Center | \$ | 44,469.57 | 3\% |  | S 14,823.1乐 | 5 | 673 | \$ 14,823.19 | 5 | 673 | \$ 14,823.19 | 5 | 673 |
| Coshocton County Memorial Hospital | \$ | 171,616.86 | 13\% | \$ | 57,205.62 | 18 | 2599 | \$ 57,205.62 | 18 | 2599 | \$ 57,205.62 | 18 | 2599 |
| East Liverpool City Hospital | \$ | 22,469.02 | 2\% | \$ | 7,489.67 | 2 | 340 | \$ 7,489.67 | 2 | 340 | \$ 7,489.67 | 2 | 340 |
| Firelands Regional Medical Center | \$ | 177,306.64 | 13\% | \$ | 59,102.21 | 19 | 2685 | \$ 59,102.21 | 19 | 2685 | \$ 59,102.21 | 19 | 2685 |
| Fisher Titus Medical Center | \$ | 74,763.82 | 6\% | \$ | 24,921.27 | 8 | 1132 | \$ 24,921.27 | 8 | 1132 | \$ 24,921.27 | 8 | 1132 |
| Glenbeigh Hospital of Rockcreek | \$ | 81,338.70 | 6\% | \$ | 27,112.90 | 9 | 1232 | \$ 27,112.90 | 9 | 1232 | \$ 27,112.90 | 9 | 1232 |
| H. B. Magruder Memorial Hospital | \$ | 82,729.54 | 6\% | \$ | 27,576.51 | 9 | 1253 | \$ 27,576.51 | 9 | 1253 | \$ 27,576.51 | 9 | 1253 |
| Jefferson Healthcare Center | \$ | 75,396.02 | 6\% | \$ | 25,132.01 | 8 | 1142 | \$ 25,132.01 | 8 | 1142 | \$ 25,132.01 | 8 | 1142 |
| Memorial Hospital | \$ | 59,591.02 | 5\% | \$ | 19,863.67 | 6 | 902 | \$ 19,863.67 | 6 | 902 | \$ 19,863.67 | 6 | 902 |
| Samaritan Regional Health System | \$ | 77,608.72 | 6\% | \$ | 25,869.57 | 8 | 1175 | \$ 25,869.57 | 8 | 1175 | \$ 25,869.57 | 8 | 1175 |
| The Bellevue Hospital | \$ | 43,153.82 | 3\% | \$ | 14,384.61 | 5 | 653 | \$ 14,384.61 | 5 | 653 | \$ 14,384.61 | 5 | 653 |
| Twin City Hospital | \$ | 134,190.62 | 10\% | \$ | 44,730.21 | 14 | 2032 | \$ 44,730.21 | 14 | 2032 | \$ 44,730.21 | 14 | 2032 |
| UHHS Conneaut Medical Center | \$ | 67,683.18 | 5\% | \$ | 22,561.06 | 7 | 1025 | \$ 22,561.06 | 7 | 1025 | \$ 22,561.06 | 7 | 1025 |
| UHHS Geneva Medical Center | \$ | 44,469.58 | 3\% | \$ | 14,823.19 | 5 | 673 | \$ 14,823.19 | 5 | 673 | \$ 14,823.19 | 5 | 673 |
| Union Hospital | \$ | 60,728.98 | 5\% | \$ | 20,242.99 | 7 | 920 | \$ 20,242.99 | 7 | 920 | \$ 20,242.99 | 7 | 920 |
| Wooster Community Hospital | \$ | 103,212.82 | 8\% | \$ | 34,404.27 | 11 | 1563 | \$ 34,404.27 | 11 | 1563 | \$ 34,404.27 | 11 | 1563 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total | \$ | 1,320,728.91 | 100\% | \$ | 440,242.97 | 142 | 20000 | \$ 440,242.97 | 142 | 20000 | \$ 440,242.97 | 142 | 20000 |

## AGREEMENT 09063001

## Contract date - June 29, 2009 (contract expiration - January 30, 2011)

## TEXCEL, Inc. <br> and OneCommunity

THIS AGREEMENT (the "Agreement"), made as of June 30, 2009 is made and entered into by and between TEXCEL, Inc ("Texcel"), located at 23220 Chagrin Blvd Suite 202 Cleveland, Ohio 44122 and OneCleveland dba OneCommunity ("OneCommunity"), located at 800 West St. Clair Second Floor, Cleveland, Ohio 44113; and shall become binding upon the later of its signing by the President of Texcel and an Executive Officer of OneCommunity (the "Effective Date"). OneCommunity and Texcel may sometimes hereinafter be referred to in the singular as "party" and in the plural as "parties."

## WITNESSETH:

WHEREAS, OneCommunity is providing various services and equipment in support of the Northeast Ohio Regional Health Information Organization's HealthNet ("NEORHIO HealthNet") network built with support of the Federal Communications Commission's Rural Health Care Pilot Program; and

WHEREAS, the NEORHIO HealthNet project will contemplate that certain equipment necessary to OneCommunity's performance there under, specified further in Schedule A attached hereto (the "Equipment"), will be supplied by Texcel; and

WHEREAS, the Customer has placed said construction project for bid and considered a number of proposals; and

WHEREAS, OneCommunity, on behalf of NEORHIO HealthNet and the FCC have selected Texcel as one of the equipment vendors from the bids submitted to perform said construction project; and

NOW, THEREFORE, in consideration of the mutual promises contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, Texcel and OneCommunity agree as follows:

## ARTICLE I - AGREEMENT AND TERMS

1.1 Term. The Term of this Agreement shall commence on the Effective Date and shall continue for so long as Equipment is delivered pursuant to NEORHIO HealthNet.
1.2 The Equipment. All of the Equipment to be delivered and sold for NEORHIO HealthNet is identified on Schedule A, attached hereto.
1.3 Delivery and Payment by OneCommunity. When equipment is delivered and sold for NEORHIO HealthNet, an invoice for payment shall be generated to OneCommunity.

## ARTICLE II - MISCELLANEOUS

2.1 Relationship of Parties. Each party is performing pursuant to this Agreement only as an independent contractor. Each party has the sole obligation to supervise, manage, contract, direct, procure, perform or cause to be performed its obligations set forth in this Agreement, except as otherwise agreed upon by the parties. Nothing set forth in this Agreement shall be construed to create the relationship of principal and agent between the parties. Neither party shall act or attempt to act or represent itself, directly or by implication, as an agent of the other party or its affiliates or in any manner assume or create any obligation on behalf of, or in the name of the other party or its affiliates.
2.2 Force Majeure. Neither party will be liable to the other party hereunder or be deemed to be in breach of this Agreement for any failure or delay in rendering performance arising out of causes beyond its reasonable control and without its fault or negligence. Such causes may include but are not limited to, acts of God or the public enemy, acts of terrorism, acts of the government, the other party hereto, or third parties (excluding subcontractors or agents), fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes and unusually severe weather.
2.3 Notices. Wherever one party is required or permitted to give notice to the other pursuant to this Agreement, such notice shall be deemed given when delivered by hand, via certified mail with return receipt requested, or via overnight courier with signature required, and addressed as follows:

In the case of Texcel:

H.E. Atkins<br>23220 Chagrin<br>Blvd. Suite<br>202<br>Cleveland, Ohio 44122

In the case of OneCommunity:

Mark T. Ansboury
800 West St. Clair
Second Floor
Cleveland, Ohio 44113
Either party may from time to time change its designated recipient or address for notification purposes by giving the other party written notice of the new designated recipient or address and the date upon which it will become effective.
2.4 Severability. If, and only to the extent that, any provision of this Agreement is declared or found to be illegal, unenforceable or void, then both parties shall be relieved of all obligations arising under such provision, it being the intent and agreement of the parties that this Agreement shall be deemed amended by modifying such provision to the extent necessary to make it legal and enforceable while preserving its intent. If that is not possible, another provision that is legal and enforceable and achieves the same
objective shall be substituted, upon mutual agreement of the parties. If the remainder of this Agreement is not affected by such declaration or finding and is capable of substantial performance, then the remainder shall be enforced to the extent permitted by law.
2.5 Waiver. No delay or omission by either party in the exercise of any right or power shall impair any such right or power or be construed to be a waiver thereof A waiver by either of the parties of any of the covenants, conditions or agreements to be performed by the other or any breach thereof shall not be construed to be a waiver of any succeeding breach thereof or of any other covenant, condition or agreement herein contained. No change, waiver, or discharge hereof shall be valid unless in writing and signed by an authorized representative of the party against which such change, waiver, or discharge is sought to be enforced.
2.6 Survival of Terms. Termination or expiration of this Agreement for any reason shall not release either party from any liabilities or obligations set forth in this Agreement which (i) the parties have expressly agreed shall survive any such termination or expiration, or (ii) remain to be performed or by their nature would be intended to be applicable following any such termination or expiration.
2.7 Headings and Interpretation. The article and section headings used herein are for reference and convenience only, and shall not enter into the interpretation hereof.
2.8 Confidentiality The parties agree to consider all information concerning the customers, operations, terms and conditions of service, or other operational information of the other party gained hereunder (hereinafter "Information") as proprietary information supplied in the strictest confidence and shall release Information only to authorized employees/agents requiring such Information, shall not release or disclose Information to any other party or use it for manufacture or any other purposes except as required under this contract, without the expressed written approval of the other party and any other holder of an ownership right in such Information. The term "proprietary information" as used in this clause shall include any device, process, method or technique originated by or peculiarly within the knowledge of the party owning the same, together with its contractors, vendors, representatives, employees, and those in privy with it, which is not available to the public and is subject to protection as property under recognized principles.
2.9 Assignment. Neither party shall assign, transfer, convey or otherwise dispose of this Agreement, or its right to execute it, or its right, title or interest in or to it or any part thereof, except to a related entity or successor in interest who acquires all or substantially all of that party's assets, without approval of the other party in writing.

### 2.11 Entire Agreement and Modification. This Agreement, including any Schedules and documents

 referred to in this Agreement or attached hereto, each of which is incorporated herein, constitutes the entire and exclusive statement of the agreement between the parties with respect to its subject matter and there are no oral or written representations, understandings or agreements relating to this Agreement which are not fully expressed herein. The parties agree that any other terms or conditions included in any quotes, acknowledgments, bills of lading or other forms utilized or exchanged by the parties shall not be incorporated herein or be binding unless expressly agreed upon in writing by authorized representatives of the parties. No modification, change or amendment hereof shall be valid unless such is in writing and signed by the authorized representative of the party against which such modification, change or amendment is sought to be enforced.2.12 Payment Terms Payment is due 30 days from when equipment is received by buyer.

IN WITNESS WHEREOF, the Texcel and OneCommunity have each caused this Agreement to be signed and delivered by its duly authorized representative as of the date first written above.

## ACCEPTED AND AGREED AS OF THE EFFECTIVE DATE:

OneCommunity

By:


Name (Print or Type)
SVP/CTO
Title
June 30, 2009
$\overline{\text { Date }}$


Texcel, Inc
By: $\frac{\text { Ie\& Cluins }}{\text { Authorized Signature }}$
H. E. Atkins

Name (Print or Type)
President
Title
June 30, 2009
Date

## Schedule A

| Product Number | Product Description | List Price | Unit Price | Qty | Extended Price |
| :---: | :---: | :---: | :---: | :---: | :---: |
| One Community - NEO RHIO RFP - Ethernet Components |  |  |  |  |  |
| Core |  |  |  |  |  |
|  | Catalyst 6500 Enhanced 9-slot chassis,15RU, no |  |  |  |  |
| WS-C6509-E | PS, no Fan Tray | \$9,500.00 | \$3,990.00 | 1 | \$3,990.00 |
| S733AIK9- | Cisco CAT6000-SUP720 IOS ADVANCED IP SERVICES |  |  |  |  |
| 122335xI | SSH | \$10,000.00 | \$4,200.00 | 1 | \$4,200.00 |
|  | Catalyst 6500/Cisco 7600 Supervisor 720 Fabric |  |  |  |  |
| WS-SUP720-3BXL | MSFC3 PFC3BXL | \$40,000.00 | \$16,800.00 | 1 | \$16,800.00 |
| CF-ADAPTER-SP | SP adapter with compact flash for SUP720 | \$0.00 | \$0.00 | 1 | \$0.00 |
| MEM-C6K- |  |  |  |  |  |
| CPTFL1GB | Catalyst 6500 Compact Flash Memory 1GB | \$1,095.00 | \$459.90 | 1 | \$459.90 |
|  | Catalyst 6500/Cisco 7600 Supervisor 720 Fabric |  |  |  |  |
| WS-SUP720-3BXL | MSFC3 PFC3BXL | \$40,000.00 | \$16,800.00 | 1 | \$16,800.00 |
| CF-ADAPTER-SP | SP adapter with compact flash for SUP720 | \$0.00 | \$0.00 | 1 | \$0.00 |
| MEM-C6K- |  |  |  |  |  |
| CPTFL1GB | Catalyst 6500 Compact Flash Memory 1GB | \$1,095.00 | \$459.90 | 1 | \$459.90 |
|  | C6K 8 port 10 Gigabit Ethernet module with DFC3C |  |  |  |  |
| WS-X6708-10G-3C | (req. X2) | \$37,500.00 | \$15,750.00 | 1 | \$15,750.00 |
| X2-10GB-LR | 10GBASE-LR X2 Module | \$4,000,00 | \$1,680.00 | 8 | \$13,440.00 |
|  | C6K 8 port 10 Gigabit Ethernet module with DFC3C |  |  |  |  |
| WS-X6708-10G-3C | (req. X2) | \$37,500.00 | \$15,750.00 | 1 | \$15,750.00 |
| X2-10GB-LR | 10GBASE-LR X2 Module | \$4,000.00 | \$1,680.00 | 8 | \$13,440.00 |
|  | Cat6500 48-port 10/100/1000 GE Mod: fabric |  |  |  |  |
| WS-X6748-GE-TX | enabled, RJ-45 | \$15,000.00 | \$6,300.00 | 1 | \$6,300.00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules Catalyst 6500 24-port GigE Mod: fabric-enabled | \$7,500.00 | \$3,150.00 | 1 | \$3,150.00 |
| WS-X6724-SFP | (Req. SFPs) | \$15,000.00 | \$6,300.00 | 1 | \$6,300.00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules | \$7,500.00 | \$3,150.00 | 1 | \$3,150.00 |
| GLC-LH-SM | GE SFP, LC connector LX/LH transceiver | \$995.00 | \$417.90 | 24 | \$10,029.60 |
| WS-C6509-E-FAN | Catalyst 6509-E Chassis Fan Tray | \$495.00 | \$207.90 | 1 | \$207.90 |
| WS-CAC-6000W | Cat6500 6000W AC Power Supply | \$5,000.00 | \$2,100.00 | 2 | \$4,200.00 |
| CAB-AC-2500W- | Power Cord, 250Vac 16A, straight blade NEMA 6-20 |  |  |  |  |
| US1 | plug, US | \$0.00 | \$0.00 | 4 | \$0.00 |
| MEM-C6K- | Catalyst 6500 Sup720/Sup32 Compact Flash Mem |  |  |  |  |
| CPTFL512M | 512 MB | \$0.00 | \$0.00 | 1 | \$0.00 |
| BF-S720-64MB-RP | Bootflash for SUP720-64MB-RP | \$0.00 | \$0.00 | 1 | \$0.00 |


| Product Number | Product Description | List Price | Unit Price | Qty | Extended Price |
| :---: | :---: | :---: | :---: | :---: | :---: |
| MEM-C6K- Catalyst 6500 Sup720/Sup32 Compact Flash Mem |  |  |  |  |  |
| CPTFL512M | 512MB | \$0.00 | \$0.00 | 1 | \$0.00 |
| BF-S720-64MB-RP | Bootflash for SUP720-64MB-RP | \$0.00 | \$0.00 | 1 | \$0.00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules Cat6500 8 port 10 Gigabit Ethernet module (req. | \$0.00 | \$0.00 | 1 | \$0.00 |
| WS-X6708-10GE | DFC and X 2 ) | \$0.00 | \$0.00 | 1 | \$0.00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules | \$0.00 | \$0.00 | 1 | \$0.00 |
|  | Cat6500 8 port 10 Gigabit Ethernet module (req. |  |  |  |  |
| WS-X6708-10GE | DFC and X 2 ) | \$0.00 | \$0.00 | 1 | \$0.00 |
| MEM-XCEF720- | Cat 6500512 MB DDR, xCEF720 ( 67 xx interface, |  |  |  |  |
| 512M | DFC3A/DFC3B) | \$0.00 | \$0.00 | 1 | \$0.00 |
| MEM-XCEF720- | Cat 6500512 MB DDR, xCEF720 (67xx interface, |  |  |  |  |
| 512M | DFC3A/DFC3B) | \$0.00 | \$0.00 | 1 | \$0.00 |
| Section 6.2.6.15-Ethernet Backbone Equipment |  |  |  |  |  |
|  | Catalyst 6500 Enhanced 4-slot chassis,5RU, no PS, no |  |  |  |  |
| WS-C6504-E | Fan Tray | \$3,000.00 | \$1,260.00 | 6 | \$7,560.00 |
| S733AIK9- | Cisco CAT6000-SUP720 IOS ADVANCED IP SERVICES |  |  |  |  |
| 122335XI | SSH | \$10,000.00 | \$4,200.00 | 6 | \$25,200.00 |
|  | Catalyst 6500/Cisco 7600 Supervisor 720 Fabric |  |  |  |  |
| WS-SUP720-3BXL | MSFC3 PFC3BXL | \$40,000.00 | \$16,800.00 | 6 | \$100,800.00 |
| CF-ADAPTER-SP | SP adapter with compact flash for SUP720 | \$0.00 | \$0.00 | 6 | \$0.00 |
| MEM-C6K- |  |  |  |  |  |
| CPTFL1GB | Catalyst 6500 Compact Flash Memory 1GB | \$1,095.00 | \$459.90 | 6 | \$2,759.40 |
|  | C6K 8 port 10 Gigabit Ethernet module with DFC3C |  |  |  |  |
| WS-X6708-10G-3C | (req. X2) | \$37,500.00 | \$15,750.00 | 6 | \$94,500.00 |
| X2-10GB-LR | 10GBASE-LR X2 Module | \$4,000.00 | \$1,680.00 | 48 | \$80,640.00 |
|  | Catalyst 6500 24-port GigE Mod: fabric-enabled |  |  |  |  |
| WS-X6724-SFP | (Req. SFPs) | \$15,000.00 | \$6,300.00 | 6 | \$37,800.00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules | \$7,500.00 | \$3,150.00 | 6 | \$18,900.00 |
| GLC-LH-SM | GE SFP, LC connector LX/LH transceiver | \$995.00 | \$417.90 | 72 | \$30,088.80 |
| GLC-T | 1000BASE-T SFP | \$395.00 | \$165.90 | 48 | \$7,963.20 |
| FAN-MOD-4HS | High-Speed Fan Module for 7604/6504-E | \$0.00 | \$0.00 | 6 | \$0.00 |
| PWR-2700-AC/4 | 2700W AC Power Supply for Cisco 7604/6504-E | \$3,000.00 | \$1,260.00 | 12 | \$15,120.00 |
| CAB-7513AC | AC POWER CORD NORTH AMERICA (110V) | \$0.00 | \$0.00 | 12 | \$0.00 |
| MEM-C6K- | Catalyst 6500 Sup720/Sup32 Compact Flash Mem |  |  |  |  |
| CPTFL512M | 512MB | \$0.00 | \$0.00 | 6 | \$0.00 |
| BF-S720-64MB-RP | Bootflash for SUP720-64MB-RP | \$0.00 | \$0.00 | 6 | \$0.00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules | \$0.00 | \$0.00 | 6 | \$0.00 |
|  | Cat6500 8 port 10 Gigabit Ethernet module (req. |  |  |  |  |
| WS-X6708-10GE | DFC and X 2 ) | \$0.00 | \$0.00 | 6 | \$0.00 |


| Product Number | Product Description | List Price | Unit Price | Qty | Extended Price |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Section 6.2.6.16-Ethernet Customer Equipment |  |  |  |  |  |
|  | Catalyst 6500 Enhanced 3-slot chassis,4RU, no PS, no |  |  |  |  |
| WS-C6503-E | Fan Tray | \$2,500.00 | \$1,050.00 | 9 | \$9,450.00 |
| S733AIK9- | Cisco CAT6000-SUP720 IOS ADVANCED IP SERVICES |  |  |  |  |
| 12233SXI | SSH | \$10,000.00 | \$4,200.00 | 9 | \$37,800.00 |
|  | Catalyst 6500/Cisco 7600 Supervisor 720 Fabric |  |  |  |  |
| WS-SUP720-3BXL | MSFC3 PFC3BXL | \$40,000.00 | \$16,800.00 | 9 | \$151,200.00 |
| CF-ADAPTER-SP | SP adapter with compact flash for SUP720 | \$0.00 | \$0.00 | 9 | \$0.00 |
| MEM-C6K- | Catalyst 6500 Sup720/Sup32 Compact Flash Mem |  |  |  |  |
| CPTFL512M | 512MB | \$995.00 | \$417.90 | 9 | \$3,761.10 |
|  | Cat6500 4-port 10 Gigabit Ethernet Module (req. |  |  |  |  |
| WS-X6704-10GE | XENPAKs) | \$20,000.00 | \$8,400.00 | 9 | \$75,600.00 |
|  | Catalyst 6500 Central Fwd Card for WS-X67xx |  |  |  |  |
| WS-F6700-CFC | modules | \$0.00 | \$0.00 | 9 | \$0.00 |
| XENPAK-10GB-LR+ | 10GBASE-LR XENPAK Module with DOM support | \$4,000.00 | \$1,680.00 | 9 | \$15,120.00 |
|  | Catalyst 6500 24-port GigE Mod: fabric-enabled |  |  |  |  |
| WS-X6724-SFP | (Req. SFPs) | \$15,000.00 | \$6,300.00 | 9 | \$56,700.00 |
|  | Catalyst 6500 Central Fwd Card for WS-X67xx |  |  |  |  |
| WS-F6700-CFC | modules | \$0.00 | \$0.00 | 9 | \$0.00 |
| GLC-LH-SM | GE SFP, LC connector LX/LH transceiver | \$995.00 | \$417.90 | 114 | \$47,640.60 |
| GLC-T | 1000BASE-T SFP | \$395.00 | \$165.90 | 76 | \$12,608.40 |
| WS-C6503-E-FAN | Catalyst 6503-E Chassis Fan Tray | \$495.00 | \$207.90 | 9 | \$1,871.10 |
| PEM-20A-AC+ | PwrEntryMod use w/1400W AC P/S for CISCO7603, |  |  |  |  |
|  | WS-C6503 | \$250.00 | \$105.00 | 18 | \$1,890.00 |
|  | 1400W AC pwr/sup for CISCO7603 and Catalyst WS- |  |  |  |  |
| PWR-1400-AC | C6503 chas | \$745.00 | \$312.90 | 18 | \$5,632.20 |
| CAB-7513AC | AC POWER CORD NORTH AMERICA (110V) | \$0.00 | \$0.00 | 18 | \$0.00 |
| MEM-C6K- | Catalyst 6500 Sup720/Sup32 Compact Flash Mem |  |  |  |  |
| CPTFL512M | 512MB | \$0.00 | \$0.00 | 9 | \$0.00 |
| BF-S720-64MB-RP | Bootflash for SUP720-64MB-RP | \$0.00 | \$0.00 | 9 | \$0.00 |
| MEM-XCEF720- | Catalyst 6500 256MB DDR, xCEF720 (67xx interface, |  |  |  |  |
| 256M | DFC3A) | \$0.00 | \$0.00 | 9 | \$0.00 |
| WS-F6K- | Catalyst 6500 Xenpak Blank Covers for WS-X6704- |  |  |  |  |
| XENBLNKCVR | 10GE | \$0.00 | \$0.00 | 27 | \$0.00 |
| MEM-XCEF720- | Catalyst 6500 256MB DDR, xCEF720 (67xx interface, |  |  |  |  |
| 256M | DFC3A) | \$0.00 | \$0.00 | 9 | \$0.00 |
| WS-C3560E-12D-S | Catalyst 3560E 12 Ten GE (X2) ports, IPB software | \$20,000.00 | \$8,400.00 | 9 | \$75,600.00 |
| S3560EVK9T- | CAT 3560E IOS UNIVERSAL WITH WEB BASED DEV |  |  |  |  |
| 12250SE | MGR | \$0.00 | \$0.00 | 9 | \$0.00 |


| Product Number | Product Description | List Price | Unit Price | Qty | Extended Price |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Catalyst 3560E-12D and 3560E-12SD 300WAC |  |  |  |  |
| C3K-PWR-300WAC | power supply | \$0.00 | \$0.00 | 18 | \$0.00 |
| CAB-16AWG-AC | AC Power cord, 16AWG | \$0.00 | \$0.00 | 18 | \$0.00 |
| $\begin{aligned} & \text { C3K-FAN-16CFM } \\ & \text { X2-10GB-SR= } \end{aligned}$ | Fan Module for the Catalyst 3560E-12D | \$0.00 | \$0.00 | 36 | \$0.00 |
|  | 10GBASE-SR X2 Module | \$1,995.00 | \$837,90 | 18 | \$15,082.20 |
| Spares |  |  |  |  |  |
|  | Catalyst 6500/Cisco 7600 Supervisor 720 Fabric | \$40,000.00 | \$16,800.00 | 1 | \$16,800.00 |
| WS-SUP720-3BXL | MSFC3 PFC3BXL |  |  |  |  |
| WS-X6708-10G- | C6K 8 port 10 Gigabit Ethernet module with DFC3C | \$37,500.00 | \$15,750.00 | 1 | \$15,750.00 |
| $3 \mathrm{C}=$ | (req. X2) |  |  |  |  |
| WS-X6748-GE-TX= | Cat6500 48-port 10/100/1000 GE Mod: fabric enabled, RJ-45 | \$15,000.00 | \$6,300,00 | 1 | \$6,300,00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules Catalyst 6500 24-port GigE Mod: fabric-enabled | \$7,500.00 | \$3,150.00 | 1 | \$3,150.00 |
| WS-X6724-SFP= | (Req. SFPs) | \$15,000.00 | \$6,300.00 |  | \$6,300.00 |
| WS-F6700-DFC3C | Catalyst 6500 Dist Fwd Card for WS-X67xx modules | \$7,500.00 | \$3,150,00 | 1 | \$3,150,00 |
| WS-C6509-E-FAN = | Catalyst 6509-E Chassis Fan Tray | \$495.00 | \$207.90 | 1 | \$207.90 |
| WS-CAC-6000W= | Cat6500 6000W AC Power Supply | \$5,000.00 | \$2,100.00 | 1 | \$2,100.00 |
| FAN-MOD-4HS $=$ | High-Speed Fan Module for 7604/6504-E | \$500.00 | \$210.00 | 1 | \$210.00 |
| PWR-2700-AC/4 $=$ | 2700W AC Power Supply for Cisco 7604/6504-E <br> PwrEntryMod use w/1400W AC P/S for CISCO7603, | \$3,000.00 | \$1,260.00 | 1 | \$1,260.00 |
| PEM-20A-AC $+=$ | WS-C6503 | \$250.00 | \$105.00 | 1 | \$105.00 |
|  | 1400W AC pwr/sup for CISCO7603 and Catalyst WS- |  |  | 1 |  |
| PWR-1400-AC $=$ | C6503 chassis | \$745.00 | \$312.90 |  | \$312.90 |
| WS-C6503-E-FAN | Catalyst 6503-E Chassis Fan Tray | \$495.00 | \$207.90 | 1 | \$207.90 |
|  | Cat6500 4-port 10 Gigabit Ethernet Module (req. |  |  |  |  |
| WS-X6704-10GEWS-F6700-CFC | XENPAKs) | \$20,000.00 | \$8,400.00 |  | \$8,400.00 |
|  | Catalyst 6500 Central Fwd Card for WS-X67xx |  |  | 1 |  |
| WS-F6700-CFC | modules | \$0.00 | \$0.00 |  | \$0.00 |
| Notes: | Terms: Net 60 Days | . |  | Total Price: | \$1,129,968.00 |
|  |  |  |  | SMARTnet: | \$0.00 |
|  |  |  |  | Freight: | \$0.00 |
| Assumptions: | No SMARTNets quoted |  |  |  |  |
|  |  |  |  | Total Price | \$1,129,968.00 |

## Schedule B - Healthcare Distribution Costs

| Ashtabula County Medical Center | $\$ 58,205.44$ |
| :--- | :---: |
| Coshocton County Memorial Hospital | $\$ 58,205.44$ |
| East Liverpool City Hospital | $\$ 58,205.44$ |
| Firelands Regional Medical Center | $\$ 58,205.44$ |
| Fisher Titus Medical Center | $\$ 58,205.44$ |
| Glenbeigh Hospital of Rockcreek | $\$ 58,205.44$ |
| H. B. Magruder Memorial Hospital | $\$ 58,205.44$ |
| Jefferson Healthcare Center | $\$ 58,205.44$ |
| Memorial Hospital | $\$ 58,205.44$ |
| Samaritan Regional Health System | $\$ 58,205.44$ |
| The Bellevue Hospital | $\$ 58,205.44$ |
| Twin City Hospital | $\$ 58,205.44$ |
| UHHS Conneaut Medical Center | $\$ 58,205.44$ |
| UHHS Geneva Medical Center | $\$ 58,205.44$ |
| Union Hospital | $\$ 58,205.44$ |
| Wooster Community Hospital | $\$ 931,287.00$ |
|  |  |
| Total |  |


|  | $\frac{\text { Invoicing }}{\text { Period 1 }}$ | $\frac{\text { Ashtabula }}{\frac{\text { County }}{\text { Medical }}}$ | Coshocton County Memorial Hospital | $\begin{gathered} \text { East } \\ \frac{\text { Liverpool City }}{\text { Hospital }} \\ \hline \end{gathered}$ | Firelands Regional <br> Medical Center | $\begin{array}{\|l\|} \substack{\text { Fisher Titus } \\ \text { Medical Center } \\ \hline} \\ \hline \end{array}$ | $\xrightarrow{\text { Glenbeigh }}$ Rockcreek | $\|$$\frac{\text { H. B. Magruder }}{}$ <br> $\frac{\text { Memorial }}{\text { Hospital }}$ | $\begin{gathered} \text { Jefferson } \\ \text { Healthcare Center } \end{gathered}$ | $\frac{\text { Memorial }}{\text { Hospital }}$ | $\begin{array}{\|c\|} \hline \text { Samaritan } \\ \text { Regional Health } \\ \text { System } \end{array}$ | $\begin{aligned} & \text { The } \\ & \text { Bellevue } \\ & \text { Hospital } \\ & \hline \end{aligned}$ | Twin City Hospital | $\frac{\text { UHHS Conneaut }}{\underline{\text { Medical Center }}}$ |  | $\frac{\text { S Geneva }}{\text { cal Center }}$ | $\underline{\text { Union }}$ $\underline{\text { Hospital }}$ |  | $\frac{\begin{array}{c} \underline{\text { Wooster }} \\ \text { Community } \end{array}}{\underline{\text { Hospital }}}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Catalyst 6500 Enhanced 4-slot chassis,5RU,no PS, no Fan Trav | \$ 7,560.00 | \$ 472.50 | 50 | \$ 472.50 | 50 | 270 | 50 | \$ 472.50 | \$ 472.50 | \$ 472.50 | \$ 472.50 | 472.50 | 472.50 | ${ }^{472.50}$ | \$ | 472 | \$ 472.50 | \$ | . 50 | 7,560.00 |
| Cisco CAT6000-SUP720 IOS ADVANCED IP SERVICES SSH | \$ 25,200.00 | \$ 1,575.00 | 1,575.00 | \$ 1,575.00 | 1,575.00 | 1,575.00 | 1,575.00 | \$ 1,575.00 | 5.00 | 1,575.00 | 1,575.00 | \$ 1,575.00 | 1,575.00 | 1,575.00 | \$ | 1.575.00 | \$1,575.00 |  | \$ 1,575.00 | 25,200.00 |
| Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3BXL | \$ 100,800.00 | \$ 6,300.00 | 6,300.00 | 6,300.00 | 6,300.00 | 6,300.00 | 6,300.00 | 00.00 | . 00.00 | 6,300.00 | 00.00 | . 300.00 | 6,300.00 | 300 | \$ | 30.00 | .300.00 |  | \$ 6,300.00 | \$ 10,800.00 |
| SP adapter with compact flash for SUP720 | \$ . | \$ | \$ - | \$ | \$ - \$ | \$ - | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |  | \$ |  |  | \$ |
| Catalyst 6500 Compact Flash Memory 16B | 2,759.40 | 172.46 | 172.46 | 2.46 | 172.46 | 172.46 | 172.46 | 172.46 | 172.46 | 172.46 | 172.46 | 172.46 | 172.46 | 172.46 | \$ | 72.4 | 72. |  | + 172.46 | \$ 2,759.40 |
| C6K 8 port 10 Gigabit Ethernet module with DFC3C (req. X2) | \$ 94,5 | \$ 5,906.25 | 5,906.25 | \$ 5,906.25 | 5,906.2 | 5,90 | 5,906.25 | 5,906.2 | \$ 5,906.25 | 5,906.25 | 5,906.25 | \$ 5,906.25 | 5,906.25 | 5,906.23 | \$ | 5,96.25 | \$5,906.2 |  | \$ 5,906.25 | \$ 94,500.00 |
| 10GBASE-LR X2 Module | 80,640.00 | \$ 5,040.00 | 5,040.00 | \$ 5.040.00 | \$ 5,040.00 | \$ 5,040.00 | 0.00 | 0.00 | 00 | 0.00 | 00 | 00 | 0.00 | . 00 | \$ | 00 | \$5,040.00 |  | 5,040.00 | \$ 80,640.00 |
| Catalyst 6500 24-port GigE Mod: fabric-enabled (Req. SFPs) | \$ 37,800.00 | \$ 2 | \$ 2,362.50 | \$ 2,362. | \$ $\quad 2,362.50$ | \$ 2,362.50 | 2,362.50 | 2.50 | \$ $\quad 2,362.50$ | 2,362.50 | \$ $2,362.50$ | \$ 2,362.50 | \$ 2,362.50 | 2.50 | \$ | 2362.50 | 2.50 |  | S62.50 | \$ 37,800.00 |
| Catalyst 6500 Dist Fwd Card for WS-X67xx modules | \$ 18, | \$ 1,181.25 | 1,181.25 | 1,181.25 | 1,181.25 | 1,181.25 | 1,181.25 | 1,181.25 | 1,181.25 | 1,181.25 | 1,181.25 | \$ 1,181.25 | 1,181.25 | 1,181.25 | \$ | 25 | 281.25 |  | \$ 1,181.25 | \$ 18,900.00 |
| GE SFP, LL connector LX/LH transceiver | \$ 30,088.80 | \$ 1.880.55 | \$ 1,880.55 | \$ 1.880.55 | $1,880.55$ | 1,880.55 | 1.880.55 | 1.880.55 | 1.880.55 | 1.880.55 | \$ 1.880.55 | \$ 1,880.55 | 1,880.55 | 1,880.55 | \$ | 1,880.55 | \$1,880.55 | \$ | 1,880.55 | \$ 30,088.80 |
| $10008 A S E-$ S SP | 7,963.20 | 497.70 | \$ 497.70 | \$ 497.70 | \$ 497.70 | 497.70 | ${ }^{\text {\$ }}$ 497.70 | \$ 497.70 | 497.70 | 497.70 | \$ 497.70 | \$ 497.70 | 497.70 | 497.70 | \$ | 497.70 | \$ 497.70 |  | 497.70 | 7,963.20 |
| High-Speed Fan Modul for 7604/6504-E |  |  | \$ - | \$ - | \$ - | \$ - | \$ | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ |  | \$ - |  |  | \$ - |
| 2700W AC Power Supply for Cisco 7604/6504-E | \$ 15,120.00 | 945.00 | 45.00 | 945.00 | 45.00 | 945.00 | 945.00 | 45.00 | 45.00 | 45.00 | 45.00 | 945.00 | 945.00 | 945.00 | \$ | 945.00 | 945.00 | \$ | 945.00 | \$ 15,120.00 |
| AC POWER CORD NORTH AMERICA (110V) | \$ - | \$ . | \$ - | \$ . | \$ - | \$ - | \$ | \$ | \$ - | \$ | \$ | \$ . | \$ | \$ . | \$ |  | \$ |  |  | \$ |
| Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB | \$ - | \$ . | \$ - | \$ - | \$ - \$ | \$ - | \$ - | \$ - | \$ - | \$ | \$ | \$ - | \$ - | \$ - | \$ |  | \$ . | \$ |  | \$ |
| Bootflash for SUP720-64MB-RP | \$ - | \$ | \$ - | \$ - | \$ - | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |  | \$ |  |  | \$ |
| Catalyst 6500 Dist Fwd Card for WS-X67xx modules | \$ - | \$ . | \$ - | \$ - | \$ - \$ | \$ - | \$ . | \$ - | \$ - | \$ . | \$ . | \$ . | \$ . | \$ . | \$ |  | \$. |  |  | \$ . |
| Cat6500 8 port 10 Gigabit Ethernet module (rea. DFC and $\times 2$ ) |  | \$ | \$ - | \$ . | \$ - | \$ - | \$ | \$ | \$ | \$ | \$ | \$ . | \$ | \$ | \$ |  | \$ . |  |  | \$ |
| Cat 6500 512MB DDR, xCEF720 (67xx interface, DFC3A/DFC3B) | \$ | \$ - | \$ - | \$ - | \$ - \$ | \$ - | \$ | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ |  | \$ - |  |  | \$ |
| Catalyst 6500 Enhanced 3-slot chassis,4RU,no PS, no Fan Trav | ,50.00 | 0.63 | \$ 590.63 | 590.63 | \$ 590.63 | 590.63 | 590.63 | 63 | 63 | 50.63 | 50.63 | 590.63 | 50.63 | . 63 | \$ | 50.63 | 590.63 | \$ | 00.63 | 9,450.00 |
| Cisco CAT6000-SUP720 IOS ADVANCED IP SERVICES SSH | \$ 37,800.00 | \$ 2,362.50 | 2,362.50 | 2,362.50 | 2,362.50 | \$ 2,362.50 | 2,362.50 | \$ 2,362.50 | 2,362.50 | 2,362.50 | \$ 2,362.50 | \$ 2,362.50 | \$ 2,362.50 | 2,362.50 | \$ | 2,362.50 | \$2,362.50 |  | 2,362.50 | \$ 37,800.00 |
| Catalyst 6500/Cisco 7600 Supervisor 720 Fabric MSFC3 PFC3BXL | \$ 151,200.00 | \$ 9,450.00 | 9,450.00 | \$ 9,450.00 | 9,450.00 | 9,450.00 | 9,450.00 | \$ 9,450.00 | 9,450.00 | \$ 9,450.00 | \$ 9,450.00 | \$ 9,450.00 | \$ 9,450.00 | 9,450.00 | \$ | 9,450.00 | \$9,450.00 |  | 9,450.00 | \$ 151,200.00 |
| SP adapter with compact flash for SUP720 | \$ | \$ | \$ - | \$ - | \$ - \$ | \$ - | \$ | \$ | \$ | \$ | \$ | \$ - | \$ | \$ | \$ |  | \$ |  |  | \$ |
| Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB | 3,761.10 | \$ 235.07 | 235.07 | 235.07 | 235.07 | 235.07 | 235.07 | \$ 235.07 | 235.07 | 235.07 | \$ 235.07 | \$ 235.07 | \$ 235.07 | 235.07 | \$ | 235.07 | \$ 235.07 |  | 235.07 | 3,761.10 |
| Cat6500 4-port 10 Gigabit Ethernet Module | \$ 75,600.00 | \$ 4,725.00 | 4,725.00 | \$ 4,725.00 | 4,725.00 | 4,725.00 | 4,725.00 | \$ 4,725.00 | 4,725.00 | \$ 4,725.00 | \$ 4,725.00 | \$ 4,725.00 | \$ 4,725.00 | 4,725.00 | \$ | 4,725.00 | \$4,725.00 |  | 4,725.00 | \$ 75,600.00 |
| Catalyst 6500 Central Fwd Card for WS-X67xx modules |  |  | \$ - | \$ - | \$ - \$ | \$ - | \$ | \$ | \$ - | \$ | \$ | \$ - | \$ | \$ | \$ |  |  |  |  | \$ |
| 10GBASE-LR XENPAK Module with DOM support | \$ | 945.00 | 5.00 | 945.00 | 945.00 | 945.00 | 945.00 | \$ 945.00 | 945.00 | 945.00 | \$ 945.00 | \$ 945.00 | \$ 945.00 | 945.00 | \$ | 945.00 | \$ 945.00 |  | 945.00 | \$ 15,120.00 |
| Catalyst 6500 24-port GigE Mod: fabric-enabled (Req. SFPs) | \$ 56,700.00 | \$ 3,543.75 | 543.75 | \$ 3,543.75 | 543.75 | \$ 3,543.75 | 3,543.75 | \$ 3,543.75 | 543.75 | 3,543.75 | \$ 3,543.75 | \$ 3,543.77 | \$ 3,543.75 | 3,543.75 | \$ | 3,543.75 | \$3,543.75 |  | 543.75 | \$ 56,700.00 |
| Catalyst 6500 Central Fwd Card for WS-X67xx |  |  | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ |  |  |  |  | $\$ \quad-$ |
| GE SFP, LC connector LX/LH transceiver | \$ 47,640.60 | \$ 2,977.54 | \$ $\quad 2.977 .54$ | \$ 2,977.54 | 2.977.54 | 2,977.54 |  | 2,977.54 | 2,977.54 | 2,977.54 | 2,977.54 | \$ 2,977.54 |  | 2,977.54 | \$ | 2,977.54 | \$ 2,977.54 |  | 2,977.54 | \$ 47,640.60 |
| 1000BASE-T SFP | \$ 12.608 .40 | $\begin{array}{\|l\|l\|} \hline \$ & 788.03 \\ \hline \$ & 116.94 \\ \hline \end{array}$ | $\begin{array}{\|l\|l\|} \hline \$ & 788.03 \\ \hline \$ & 116.94 \\ \hline \end{array}$ | $\begin{array}{\|l\|} \hline \$ \\ \hline \$ 888.03 \\ \hline \$ \\ \hline \end{array}$ | \$ ${ }_{\text {\$ }}$ | 788.03 | $\begin{array}{\|l\|} \hline \$ \\ \hline \$ \\ \hline \$ 88.03 \\ \hline 160.94 \\ \hline \end{array}$ | ${ }_{\text {\$ }}^{\$} \quad 788.03$ | $\begin{array}{\|l\|l\|} \hline \$ & 788.03 \\ \hline \$ & 116.94 \\ \hline \end{array}$ | $788.03$ | \$ 788.03 | $\$$ 788.03 <br>  116.94 | $\begin{array}{\|l\|l\|} \hline \$ & 788.03 \\ \hline \$ & 116.94 \\ \hline \end{array}$ | $788.03$ | \$ | $\frac{788.03}{116.94}$ |  |  | $\frac{788.03}{116.94}$ | \$ $12,608.40$ |
| PwrEntryMod use w/1400W AC P/S for CISCO7603 WS-C6503 | 0.00 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 118.13 | 188.13 | \$ | 118.13 | 13 | \$ | \$ 118.13 | 1,890.00 |
| 1400W AC pwr/sup for CISCO7603 and Catalyst Ws-C6503 chas | \$ 5,632.20 | \$ 352.01 | 2.01 | \$ 352.01 | 352.01 | 352.01 | 352.01 | \$ 352.01 | 22.01 | 52.01 | \$ 352.01 | \$ 352.01 | \$ 352.01 | 352.01 | \$ | 2.01 | \$ 352.01 |  | 352.01 | \$ 5,632.20 |
| AC POWER Cord North america (110V) | \$ - | \$ - | \$ - | \$ - | \$ | \$ - | \$ - | \$ | \$ | \$ | \$ | \$ - | \$ | \$ - | \$ |  | \$ | \$ |  | \$ |
| Catalyst 6500 Sup720/Sup32 Compact Flash Mem 512MB | \$ - | \$ | \$ - | \$ - | \$ - \$ | \$ - | \$ . | \$ . | \$ - | \$ | \$ | \$ - | \$ | \$ | \$ |  | \$ - | \$ |  | \$ |
| Bootflash for SUP720-64MB-RP | \$ - | \$ - | ¢ - | \$ - | ${ }_{\text {¢ }}$ | \$ - | \$ - | ¢ - | \$ - | ${ }^{+}$ | $\stackrel{\text { ¢ }}{ }+$ | \$ - | \$ | \$ | \$ |  | \$ | \$ |  | \$ |
| Catalyst 6500 256MB DDR, xCEF720 ( $67 \times x$ interface, DFC3A) | \$ - | \$ | \$ - | \$ - | \$ - \$ | \$ - | \$ | \$ | \$ - | \$ | \$ | \$ - | \$ | \$ - | \$ |  | \$ - | \$ |  | \$ |
| Catalyst 6500 Xenpak Blank Covers for Ws-X6704-10GE | \$ | \$ | \$ - | \$ - | \$ - \$ | \$ - | \$ | \$ | \$ - | \$ | \$ - | \$ - | \$ - | \$ - | \$ |  | \$ . | \$ |  | \$ |
| Catalyst 6500 256MB DDR, xCEF720 (67xx | \$ | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ . | \$ |  | \$ - | \$ |  | \$ |
|  |  | \$ | \$ | \$ | \$ - | \$ - | \$ | \$ | \$ | \$ | \$ | \$ - | \$ | \$ | \$ |  | \$ | \$ |  | \$ |
| Catalyst 3560E 12 Ten GE (X2) ports, IPB software | \$ 75,600.00 | \$ 4,725.00 | 4,725.00 | \$ 4,725.00 | 4,725.00 | \$ 4,725.00 | 4,725.00 | \$ 4,725.00 | 4,725.00 | \$ 4,725.00 | \$ 4,725.00 | \$ 4,725.00 | \$ 4,725.00 | 4,725.00 | \$ | 4,725.00 | \$4,725.00 |  | 4,725.00 | \$ 75,600.00 |
| CAT 3560 E IOS UNIVERSAL WITH WEB BASED |  |  | \$ - | \$ - | \$ - \$ | \$ - | \$ . | \$ - | \$ - | \$ . | \$ - | \$ - | \$ - | \$ - | \$ |  | \$ . | $\$$ |  | \$ - |
| Catalyst 3560E-12D and 3560E-12SD 300WAC Dower supoly | \$ - | \$ . | \$ - | \$ - | \$ - | \$ - | \$ . | \$ - | \$ - | \$ . | \$ - | \$ - | \$ - | \$ . | \$ |  | \$ . | \$ |  | \$ . |
| AC Power cord, 16AWG | \$ | + | \$ | \$ - | \$ | \$ . |  | \$ - | \$ - | \$ - | \$ | \$ . | \$ - | \$ | \$ |  | \$ | \$ |  | \$ |
| Fan Module for the Catalyst 3560E-12D | S | S 929 | \$ - | d | S | S 9 | d | \$ - | \$ | d | \$ - | \$ - | d | \$ - | \$ |  | \$ | \$ | ¢ - | \$ 150220 |
| 10GBASE-SR X2 Module Total | $\left\|\begin{array}{\|c\|}\text { \$ } 15.082 .20 \\ \$ 931.287 .00\end{array}\right\|$ | \$ 942.64 | 942.64 | 942.64 | \$ 942.64 | \$ 942.64 | 942.64 | \$ 942.64 | \$ 942.64 | 942.64 | \$ 942.64 | 942.64 | 942.64 | 942.64 | \$ | 942.64 | 942.64 | \$ | 942.64 | \$ 15,0822.20 |

# JUniper 

## Presents a <br> Proposal For



January 27, 2010

## Letter of Understanding

December 31, 2009

Mr. Scot Rourke<br>Mr. Mark Ansboury<br>OneCommunity<br>800 W. St. Clair Ave., $2^{\text {nd }}$ Floor<br>Cleveland, Ohio 44113

## Dear Scot and Mark,

Juniper Networks is extremely excited about, and committed to, our partnership with OneCommunity. Through our interactions with the OneCommunity team, we have developed a partnership plan that provides not only best in class technology solutions but also the resources to design, implement and run the OneCommunity network throughout its lifecycle.
Within our proposal, you will find Juniper's plan to partner with OneCommunity now and well into the future. Our proposal offers the highest performance networking equipment in the industry combined with In-Kind donations for the resources to assist in the design, implementation and ongoing management of the OneCommunity network. Our interest is in building a partnership that brings lasting value to OneCommunity, Juniper and the customers that OneCommunity serves.
In order to achieve success, we believe that providing the best lechnology is not enough. It is for this reason that our proposal contains critical resources including:

- A fully-funded Juniper Resident Engineer onsite at OneCommunity for two years as part of the overall purchased solution
- Access to our highest level of support - inter-connecting OneCommunity's network to Juniper's JTAC for real time trouble reporting and support.
- Agility Technical Support - providing designated lifecycle program and technical resources
- Formal Training for the OneCommunity technical team

Over $\$ 2$ million in In-Kind contributions to our strategic partnership are detailed below, and this is above and beyond the very aggressive discounts that Juniper has proposed for the acquisition of the Juniper product and services.
Effective immediately and to the extent permitted by law, Juniper Networks will use commercially reasonable efforts to work with our authorized resellers ("Authorized Resellers") to ensure that such Authorized Resellers extend to OneCommunity the following minimum discounts off of Juniper Networks's then-current list price on the products as represented in the table below. A higher discount may be available to OneCommunity from the Authorized Reseller, but that, and the final price at which OneCommunity purchases the Juniper Networks products described below and set forth in Attachments $A$ and $B$ is a matter for negotiation between OneCommunity and the Authorized Reseller. No retroactive discounts will be extended.
This letter is intended to document the mutual understanding of OneCommunity and Juniper Networks, with regard to special pricing considerations as well as othor activities.

## Special Pricing Consideration and Terms

## Terms

- Purchase Order(s) for the Core Network by March 15, 2010
- Ship-to from Juniper Before April 30, 2010

- For activity to begin on the delivery of the Resident Engineer, an order for the Core Network upgrade needs to be received as quickly as possible. Juniper will work with OneCommunity to hire the best candidate for the position.
- Given that it is critical to OneCommunity that the core be upgraded before the Stimulus Project begins, placing an order before the end of January allows Juniper to secure and ship the product in a timely manner.
- The two projects are not dependent on each other; however taking advantage of both provides more benefit to OneCommunity.


## Special Pricing Consideration

Attachment A - "Core Upgrade Solution Summary" - includes the detailed Bill of Materials and Pricing for the OneCommunity Core Upgrade.

|  | Effective \% Discount off List Price |
| :--- | :---: |
| Juniper Products | $65 \%$ |
| Juniper Services | $50 \%$ |
| In-Kind donation of a Juniper Resident Consultant <br> for 12 Months | $\$ 423,000.00$ |

## Letter to OneCommunity

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## Stimulus Project Special Pricing Consideration

Attachment B - "Stimulus Project Solution Summary" - includes the detailed Bill of Materials and Pricing for the OneCommunity Stimulus Project.

|  | Minimum \% Discount off List Price |
| :--- | :---: |
| Juniper MX Products | $65 \%$ |
| Juniper EX Products | $62 \%$ |
| Juniper Services | $50 \%$ |
| In-Kind donation of a Juniper Resident Consultant <br> for 12 Months | $\$ 423,000.00$ |
| In-Kind donation of Juniper Training and Education | $\$ 108,800.00$ |
| Juniper Credit | $\$ 1,190,532.50$ |

The minimum discount pricing provided above and in Attachments A and B will remain in effect between OneCommunity and Juniper Networks through December 31, 2010, assuming that the skus in question are still offered for sale by Juniper Networks.

## Marketing and Press Activities

In exchange for the aggressive discounting, OneCommunity agrees to be publicly referenced by Juniper Networks as a marquis networking customer. The specific details of any press or public pronouncement will be mutually agreed upon by OneCommunity and Juniper. Activities that OneCommunity and Juniper Networks will participate in may include, but are not limited to;

- Case Studies
- Press Release

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- Inclusion (by name) in Juniper earnings release
- Reference calls from prospective/existing customers
- Participation in Juniper customer events, e.g., Enterprise Strategic Advisory Council

We are looking forward to great Partnership!
Thank you for your support of this business.

Best regards,


Mike Isler
Area Vice President, Juniper Networks

Steve Campbell
Director - US Enterprise Sales Operations

Acknowledged and Agreed


Scot Rourke
President \& CEO, OneCommunity


Date
cc: Phil O'Reilly, Senior Vice President
Michael Isler, Area Vice President
Josh Nowak, Regional Director
Eric Bell, Government and Education Account Manager
Nicole Wojtaszek, Manager Sales Ops

## Core Upgrade Solution Summary - Attachment A

| Model \# | Model Description | Qty | Unit List |  | Disc | Hardware Extended |  | Support <br> Extended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Base Chassis |  |  |  |  |  |  |  |  |  |  |
| MX960- <br> PREMIUM-AC | Base system with redundant RE-2000, SCB, and power | 3 | \$ | 110,000.00 | 65 | \$ | 115,500.00 |  |  |  |
| JUNOS | JUNOS Internet Software US Domestic Version (Not for Export) | 3 | \$ | 10,000.00 | 65 | \$ | 10,500.00 |  |  |  |
| CBL-M-PWR-RAUS | AC Power Cable, US, Right Angle | 12 | \$ | 75.00 | 65 | \$ | 315.00 |  |  |  |
| SVC-3-SD-MX960 | J-Care Agility SameDay Service for MX960 Chas5is (includes RE/SCB/PWR/JUNOS) | 3 | \$ | 7,310.00 | 50 |  |  | \$ | 10 |  |
| Dense-Port Concentrators <br> (DPC) |  |  |  |  |  |  |  |  |  |  |
| DPCE-R-4XGE- XFP | 4x10GE Enhanced DPC for MX, requires optics sold separately | 12 | \$ | 96,000.00 | 65 | \$ | 403,200,00 |  |  |  |
| $\begin{aligned} & \text { DPCE-R-20GE- } \\ & 2 X G E \end{aligned}$ | 20 Port GE +2 port 10GE DPC with L2+L3 features, Requires Optics Sold Separately | 1 | \$ | 120,000.00 | 65 | \$ | 42,000.00 |  |  |  |
| DPCE-R-40GE- <br> SFP | 40x1GE Enhanced DPC for MX, requires optics sold separately | 2 | \$ | 120,000,00 | 65 | \$ | 84,000.00 |  |  |  |
| DPCE-R-40GE-TX | 40 Port 10/100/1000 RJ-45 DPC with L2+L3 Features. | 1 | \$ | 80,000,00 | 65 | \$ | 28,000.00 |  |  |  |
| SVC-3-SD-MX-DPC-R | J-Care Agility SameDay Support for MX DPC.-R Line Card | 16 | \$ | 6,977.00 | 50 |  |  | \$ | 55, |  |
| MS-DPC | MultiServices MPC for the MX platforms | 3 |  | 120,000.00 | 65 | \$ | 126,000.00 |  |  |  |
| SVC-3-SD-MX-MSDPC | J-Care Agility SameDay Support for MX-MS-DPC Line Card | 3 | \$ | 8,950,00 | 50 |  |  | \$ | 13, |  |
| Licenses |  |  |  |  |  |  |  |  |  |  |
| JS-LR | Logical Router Support for JUNOS | 3 | \$ | 5,000.00 | 65 | \$ | 5,250.00 |  |  |  |
| S-ACCT-10M | 10 Million Flows for MX-Series Routers, Requires MS-DPC | 3 |  | 10,000.00 | 65 | \$ | 10,500.00 |  |  |  |
| Optics |  |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { XFP-10G-L- } \\ & \text { OC192-SR1 } \end{aligned}$ | Dual Rate 10G pluggable transceiver for 10GE and OC192, 1310 mm for 10 Km | 30 |  | \$4,800.00 | 65 | \$ | 50,400.00 |  |  |  |

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|  | transmission. |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { XFP-10G-E- } \\ & \text { OC192-IR2 } \end{aligned}$ | Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 40KM transmission. | 4 | \$10,000.00 | 65 |  | 14,000,00 |  |  |
| $\begin{aligned} & \text { XFP-10G-Z- } \\ & \text { OC192-LR2 } \end{aligned}$ | Dual Rate 10G pluggable transceiver for 10GE and OC192, 1550nm for 80KM transmission. | 16 | \$14,000.00 | 65 | \$ | $78,400.00$ |  |  |
| SFP-1GE-LH | Small Form Factor Pluggable 1000Base-LH Gigabit Ethernet Optic Module | 42 | \$5,995.00 | 65 | \$ | $88,126.50$ |  |  |
| SFP-1GE-LX | Small Form Factor Pluggable 1000Base-LX Gigabit Ethernet Optic Module | 12 | \$995.00 | 65 | \$ | 4,179.00 |  |  |
| SFP-1GE-SX | Small Form Factor Pluggable 1000Base-SX Gigabit Ethernet Optic Module | 22 | \$500.00 | 65 | \$ | 3,850,00 |  |  |
| SFP-1GE-T | Small Form Factor Pluggable 1000Base-T Gigabit Ethernet Module (uses Cat 5 cable) | 8 | \$395.00 | 65 | \$ | 1,106.00 |  |  |
| Resident Engineer |  |  |  |  |  |  |  |  |
| PRO-RC-12MTH | Resident Consultant. 12Months | 1 | \$ 423,000.00 |  | \$ | 423,000.00 |  |  |
| Agility Annual Fee |  |  |  |  |  |  |  |  |
| SVC-3-AGL-BASE | 1-Care Agility Services - Annual Base Fee | 1 | \$ 90,000.00 | 50\% |  |  | \$ | 45,000,00 |
| Hardware Total |  |  |  |  |  | 1,488,326.50 |  |  |
| Support Total |  |  | $\sim$ |  |  |  | \$ | 125,206,00 |
| In-Kind <br> Donation | Resident Consultant. 12 Months |  |  |  |  | PN |  | 5423,000.00) |
| Total |  |  |  |  |  |  | \$1,190,532.50 |  |

## Stimulus Project Solution Summary Attachment B



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| Dense-Port Concentrators (DPC) <br> DPCE-R-4XGE- |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4x10GE Enhanced DPC for MX, requires optics sold separately | 51 | \$ | 96,000.00 | 65\% |  | S 1,713,600.00 |  |  |
| $\begin{aligned} & \text { DPCE-R-20GE- } \\ & 2 X G E \end{aligned}$ | 20 Port GE +2 port 10GE DPC with L2+L.3 features, Requires Optics Sold Separately | 0 | \$ | 120,000.00 | 65\% | \$ | , 1,713,600.00 |  |  |
| $\begin{aligned} & \text { DPCE-R-40GE- } \\ & \text { SFP } \end{aligned}$ | 40×1GE Enhanced DPC for MX, requires optics sold separately | 17 | \$ | 120,000.00 | 65\% |  | 714,000.00 |  |  |
| SVC-3-SD-MX-DPC- <br> R | J-Care Agility SameDay Support for MX DPC-R Line Card | 68 | \$ | 6,977.00 | 50\% |  |  |  | 237,218.00 |
| Base Chassis |  |  |  |  |  |  |  |  |  |
| MX480- <br> PREMIUM-AC | Base system with redundant RE-2000, SCB, and power | 23 | \$ | 107,000.00 | 65\% | \$ | 861,350,00 |  |  |
| JUNOS | JUNOS Internet Software US Domestic Version (Not for Export) | 23 | \$ | 10,000.00 | 65\% | \$ | 80,500.00 |  | $5$ |
| $\begin{aligned} & \text { CBL-M-PWR- } \\ & \text { RA-US } \end{aligned}$ | AC Power Cable, US, Right Angle | 92 | \$ | 75.00 | 65\% | \$ | 2,415.00 |  |  |
| SVC-3-SD-MX480 | 1-Care Agility SameDay Service for MX480 Chassis (includes RE/SCB/PWR/JUNOS) | 23 | \$ | 7,034.00 | 50\% |  |  |  | 80,891.00 |
| Dense-Port <br> Concentrators (DPC) |  |  |  |  |  |  |  |  |  |
| $\begin{aligned} & \text { DPCE-R- } 4 \text { XGE- } \\ & \text { XFP } \end{aligned}$ | 4x10GE Enhanced DPC for $M X$, requires optics sold separately | 46 | \$ | 96,000.00 | 65\% | \$ | 1,545,600.00 |  | 雨 |
| DPCE-R-20GE2XGE | 20 Port GE +2 port 10GE DPC with L2+L3 features, Requires Optics Sold Separately | 0 | \$ | 120,000.00 | 65\% | \$ | 1,545,600.00 |  | $2$ |
| DPCE-R-40GESFP | 40×1GE Enhanced DPC for MX, requires optics sold separately | 23 | \$ | 120,000.00 | 65\% | \$ | 966,000.00 |  | andion |
| SVC-3-SD-MX-DPC- <br> R | J-Care Agility SameDay Support for MX OPC-R Line Card | 69 | \$ | 6,977.00 | 50\% |  |  | \$ | 240,706.50 |
| Base Chassis 240,706.50 |  |  |  |  |  |  |  |  |  |
| EX4200-24T | EX 4200, 24-port 10/100/1000BaseT (8ports PoE) + 320W AC PS, includes 50 cm VC cable | 69 | \$ | 6,000.00 | 62\% | \$ | 157,320.00 |  |  |

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| EX4200-24F | EX 4200, 24-port 1000BaseX SFP + 320W AC PS (optics sold separately), includes 50 cm VC cable | 69 | \$ | 16,000.00 | 62\% | \$ | 419,520.00 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SV3-COR-EX4200-SITE | d-Care 3YR PREPAID Core NETWORK LICENSE for EX4200 (requires 100\% coverage and minimum 10 units) | 13 8 | \$ | 185.00 | 6\% |  |  | \$ | $23,998.20$ |
| Dense-Port <br> Concentrators <br> (DPC) |  |  |  |  |  |  |  |  |  |
| EX-PWR-320-AC | EX 4200 and EX 3200 <br> 320W AC Power <br> Supply (power cord needs to be ordered separately) | 69 | \$ | 500.00 | 62\% | \$ | 13,110.00 |  |  |
| EX-PWR-600-AC | EX 4200 and EX 3200 <br> 600W AC Power <br> Supply (power cord needs to be ordered separately) | 69 | \$ | 1,000.00 | 62\% | \$ | 26,220.00 |  |  |
| EX-UM-2XFP | EX 4200 and EX 3200 2-Port 10 G XFP Uplink Module (optics sold separately) | 69 | \$ | 2,000.00 | 62\% | \$ | 52,440.00 |  |  |
| $\begin{aligned} & \text { CBL-EX-PWR- } \\ & \text { C13-US } \end{aligned}$ | Power Cable, US | $\begin{aligned} & 13 \\ & 8 \end{aligned}$ | \$ | 50.00 | 62\% | \$ | 2,622.00 |  |  |
| Base Chassis |  |  |  |  |  |  |  |  |  |
| EX3200-24T | $\begin{aligned} & \text { EX } 3200,24 \text {-port } \\ & 10 / 100 / 1000 \text { BaseT (8- } \\ & \text { ports PoE) }+320 \text { W AC PS } \end{aligned}$ | $\begin{aligned} & 11 \\ & 3 \end{aligned}$ | \$ | 3,000.00 | 62\% | \$ | $128,820.00$ |  |  |
| $\begin{aligned} & \text { SV3-COR- } \\ & \text { EX } 3200 \text {-SITE } \end{aligned}$ | J-Care 3YR PREPAID Core NETWORK LICENSE for EX3200 (requires 100\% coverage and minimum 10 units) | $\begin{aligned} & 11 \\ & 3 \end{aligned}$ | \$ | 130.00 | 6\% |  |  | \$ | 13,808.60 |
| Base Chassis |  |  |  |  |  |  |  |  |  |
| EX4200-24T | $\begin{aligned} & \text { EX 4200, 24-port } \\ & 10 / 100 / 1000 \text { BaseT (8- } \\ & \text { ports PoE) }+320 \mathrm{~W} \text { AC PS, } \\ & \text { includes } 50 \mathrm{~cm} \text { VC cable } \\ & \hline \end{aligned}$ | 3 | \$ | 6,000.00 | 62\% | \$ | 6,840.00 |  |  |
| EX4200-24F | EX 4200, 24-port <br> 1000BaseX SFP + 320W <br> AC PS (optics sold separately), includes 50 cm VC cable | 3 | \$ | 16,000.00 | 62\% | \$ | 18,240.00 |  |  |

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| SV3-COR-EX4200-SITE | 」-Care 3YR PREPAID Core NETWORK LICENSE for EX4200 (requires 100\% coverage and minimum 10 units) | 6 | \$ | 1.85 .00 | 6\% |  |  | \$ | 1,043.40 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EX3200-24T | $\begin{aligned} & \text { EX } 3200,24 \text {-port } \\ & 10 / 100 / 1000 \text { BaseT ( } 8 \text { - } \\ & \text { ports PoE) }+320 \text { W AC PS } \end{aligned}$ | 3 | \$ | 3,000.00 | 62\% |  | \$ 3,420.00 |  |  |
| SV3-COR-EX3200-SITE | J-Care 3YR PREPAID Core NETWORK LICENSE for EX3200 (requires 100\% coverage and minimum 10 units) | 3 | \$ | 130.00 | 6\% |  |  | \$ | 366.60 |
| EX-PWR-320-AC | EX 4200 and EX 3200 <br> 320W AC Power <br> Supply (power cord needs to be ordered separately) | 3 | \$ | 500.00 | 62\% | \$ | 570.00 |  |  |
| EX-PWR-600-AC | EX 4200 and EX 3200 <br> 600W AC Power <br> Supply (power cord needs to be ordered separately) | 3 | \$ | 1,000.00 | 62\% | \$ | 1,140.00 |  |  |
| EX-UM-2XFP | EX 4200 and EX 3200 2-Port 10G XFP Uplink Module (optics sold separately) | 3 | \$ | 2,000.00 | 62\% | \$ | 2,280.00 |  |  |
| Resident Engineer |  |  |  |  |  |  |  |  |  |
| PRO-RC-12MTH | Resident Consultant. 12Months | 1 | \$ | 423,000.00 |  |  | 423,000.00 |  |  |
| Training |  |  |  |  |  |  |  |  |  |
| EDU-ONS-ADV | Onsite advanced training with remote access to Juniper Training Lab. Per day rate for dedicated courses held at customer or partner site without equipment. Maximum of 12 students for ERX Edge Routers, and 16 students for M\&T Series platforms. All expenses for instructor travel within North America included. International locations (outside of U.S. and Canada) require an additional day of billing to cover higher travel expenses. | 10 | \$ | 8,000.00 |  | \$ | 80,000.00 |  |  |
| EDU-BUNDLE-60 | Education Bundle - 60 classroom training days | 1 | \$ | 28,800.00 |  | \$ | 28,800.00 |  |  |
| Hardware Total | - |  |  |  |  | \$ | 8,987,762,00 |  |  |
| Support Total | - | 4 |  | - | -1) |  | + |  | 6,165.30 |
| Total |  |  |  |  |  |  |  |  | 43,927.30 |
| In-Kind | Resident Consuttant. 12 Morths | 1. | - |  |  |  |  |  | ,000.00) |

Letter to OneCommunity
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Scot Rourke<br>President and Chief Executive Officer<br>OneCommunity<br>800 West St Clair Ave.<br>Second Floor<br>Cleveland, Ohio 44113

RE: $\frac{\text { MEMORANDUM OF UNDERSTANDING (MOU) }}{\text { OneCommunity Trusted Advisor Relationship with Cisco Systems, Inc. }}$
Dear Mr. Rourke,
Representatives of Cisco Systems, Inc. ("Cisco") and OneCommunity, (a not-for-profit 501(c) (3) corporation), have discussed proposed a Cooperative Partnership between OneCommunity, located in Cleveland Ohio, and Cisco Systems, Inc. to successfully implement Smart and Connected Community pilot networks in the Northern Ohio region ("Region"). The parties intend that this Memorandum of Understanding ("MOU") surnmarize the preliminary framework discussions of the parties with respect to a proposed designation of Cisco as a Trusted Partner to OneCommunity in support of OneCommunity's efforts to leverage enabling technologies that generate economic development, enhanced quality of life and reduced re-occurring costs in Northern Ohio. This MOU is intended to facilitate further discussion pending preparation of a formal writen agreenent which embodies the final understanding between the parties on chis subject matter. ("Agreement")

This MOU is effective as of the date of last signature below ("Effective Date") and scts forth cermin non-binding business terms and certain binding terms between OneCommunity and Cisco (bereinafter, each a "Party" or together, "4he Parties") with regards to the proposed discussions.

## A. Northem Ohio Repional Govermments

OneCommunity's current Program was created to develop the Region into an exemplary area of shared services and rechnological innovation and collaboration in the arcas of heolthoare, education and public services. One Community intends to serve a large geographic area to generate enhanced quality of life, ecomomic development and reduced local governmem expenses.

At the heart of the project are networking and other well-atablished tectmologies. These rechnologies facilitate the ahove-mentioned initistives that leverage the speed, storage apacity
and vastness of the Internet. This technological framework not only drives the free exchange of content among educational, rescarch and healthoare communities, but also enhances and broadens that dialogue by bringing together disparate communities and municipal departments in a manner that is not as pronounced in Iraditional settings.

Critical to the continuing success of this Program is the ability to remain at the forefront of networking technology to deliver 21 st century applications through enhancement of the current offerings to homes, business, healthcare and educational institutions.

## B. Trusted Advisor Role

With these goals in mind, OneCommunity and Cisco Systems, Inc. bave agreed to work together to sccelerate the deployment of networking technologies for this initiative in a manner that creates a proof source for both entities to leverage in their future endeavors.

The Trusted Advisor role engages Cisco in a collaborative effort with the OneCommunity team with the goal of establishing a Program Management Office (PMO) that is jointly staffed. This office will implement 21 st century best practices in project planning implementation and ongoing technical support.
Exhibit A _Cooperation \& Participation
Exhibit D _Strategic Support

The framework set forth in this MOU (excluding Section C, below), and Exhibits A through B are non-binding and will be used for discussion purposes only and shall not be deemed to create any rights or obligations for or on behalf of either Party. To that end, the Parties agree that they will in good faith commit resources consistent with the spirit and intent of this nonbinding MOU to develop a final agreement setting forth the specific understandings and commitments of the parties.

## C. BINDING TERMS

The Parties hereby acknowledge and agree that the following subsections wader this Section $\mathbf{C}$ (Binding Terms) shall be binding and create legal rights and obligations on the Parties and shall strvive any termination of this MOU:

## C.l. Confidentiality

There shall be no disclosure of or reference to any part of this MOU at any time during or after expiration or termination of the MOU without the prior writsen approval of the other Party. This MOU and its contents and any other proprietary or confidential information in connection with the subject matter of this MOU provided to either Party prior to the
execution of this MOU or during the term of this MOU shal be treated as confidential in accordance with the terms of the Mutual Non-Disclosure Agneement between the Parties attached hereto as Exhibit D ("NDA").
C.2. Ownership \& Title

Cisco shall at all times retain all right, title and interest in and to all pre-existing intellectual property, as detined below, ("Intelifectual Property") provided by Cisco on or after the Effective Date of this MOU, and in and to all Intellectual Property developed as a result of its performance under this MOU, or other Intellectual Property provided or developed by Cisco or a third party on Cisco's behalf for purposes of its obligations under this MOU, including tuture product or technology toadmaps, business architectures, and/or engineering designs.
"Intellectual Property" means any and all tangible and intangible: (i) rights associated with works of authorship throughout the world, including but not limited to copyrights, ncighboring rights, moral rights, and mask works, and all derivative works thereof, (ii) trademark and trade name rights and similar rights, (iii) trade secret rights, (iv) patents, designs, algorithms and other industrial property rights, (v) all other intellectual and industrial property rights (of every kind and nature throughout the world and however designated) whether arising by operation of law, contract, license, or otherwise, and (vi) all registrations, initial applications, renewals, extensions, continuations, divisions or reissues thereof now or hereafter in force (including any rights in any of the foregoing).

## C.3. Publicity

The Partics hereby agree that no press release or other public announcemens regarding this MOU Or any agreements contemplated thereby shall be made without prior review and witten agreement signed by a duly authorized representative of the other Party.

## C.4. Term and Temination

The Parties agree that this MOU shall be effective as of the Effective Date and shall continuo in effect until the earliest occurrence of one of the following: (I) the execution by the parties of the final Agreement; (2) written notice by one F'arty to the other of termination of this MOU; or (3) twelve (12) monihs after the effective date of this MOU.

The Parties hereby acknowledge and agree that einher Party may unilaterally terminate negotiations under this MOU at any time without any obligation or liability by giving the other party written notice, with the exception that the obligations under this Section $C$ shall survive termination for a period of five (5) years.

## C.5. No Reimbursement Obligation

The Parties agnee to proceed at their own riak and expense regarding the subject matter of this MOU prior to finalization of the Agreement.

## C. 6. Limitation of Liability

Except as to those binding obligations under this Section C, each party agrees that it shall not be enfitled to any darnages of any kind in the evert thal tre ouber party determines, in
its sole discretion, not to pursue the relationship described in this MOU, provided however that the Parties remain bound by these obligations set forth in Section C.

EXCEPT WITH RESPECT TO THE RIGHTS AND OBLIGATIONS OF THE PARTIES BASED ON THEIR RESPECTIVE INTELLECTUAL PROPERTY RIGHTS AND TO THEIR OBLIGATIONS UNDER THE NDA, UNDER NO CIRCUMSTANCES WILT, EITHER PARTY BE LIABLE TO THE OTHER UNDER ANY CONTRACT, STRICT LIABILITY, NEGLIGENCE OR OTHER LEGAL OR EQUTTARI.E THEORY FOR ANY DAMAGES OR OTHER RELIEF WHATSOEVER.
C.7. Governing Law

This MOU shall be controlled by and construed under the laws of the Stare of California and the United States without giving effect to any conflicts of laws principles that would result in the application of the laws of a different jurisdiction, and the state courts of the State of Califomia for the County of Santa Clara or the United States District Court for the Norther District of Califomia shall have exclusive jurisdiction over any claim arising under this MOU. Notwithstanding the foregoing, cither Party may seek interim injunctive relief in any court of appropriate jurisdiction with respect $t 0$ arr alleged breach of such Party's intellectual property or proprietary rights.

IN WITNESS WHEREOF, the parties hereto have executed this MOU by persons duly' authorized as of the date and year first above written.

ACCEPTED AND AGREED:
CISCO SYSTEMS, INC.

Address for Notices:
Cisco Systems, Inc. Legal Notices-Office of Counsel 170 West Tasman Drive San Jose, CA 95134-1706

## ACCEPTED AND AGREED:

- One Community


## By

Name: Scot Rourke Title: President and CEO
Date: $11 / 30109$
Address for Notices:
800 W. St Clair Ave, $2^{\text {nd }}$ Floor
Cleveland, OH 44113
216-923-2230

## EXHIBITA

## ONECOMMUNITY

## COLLABORATION \& PARTICIPATION

The spirit of the Trusted Advisor role of Cisco as further described in this Exhibit A is to foster collaboration and participation by Cisco with OneCommunity. The Parties' intent is that the final Agreement will set forth the process and obligations of each Party with respect to collaboration and sharing of best practices, establishing Connected Communities proof sources and emerging technologies to inform the strategic plan for transformation of the current infrastructure.

The Partics' preliminary discussion of that intended final framework includes:

## A. Trusted Advisor Role - Introduction

OneCommunity will appoint Cisco as an official member of the OneCommunity strategic team advising the Northern Ohio Consortium of counties ("Consortium") in developing a targeted enhancement effort. Each Party would identify an individual to serve as its primary liaison for the purpose of coordinating their respective effiorts. The OneCommunity team would introduce and facilitate Cisco's Trusted Advisor leam to the extended team by appropriate, mutually agreed upon means, e.g.:
$>$ Issuing an intemal, introductory announcement of Ciscu's Trusted Adrisor role to the extended OneCommunity team and Region's leadership;
$>$ Eacilitating individual meetings with the key stakeholders of the Region to establish them as a credible resourco.
$>$ Coordinating PMO activities with Region personnel to acoelerate the programs key milestones and goals.
$>$ Any internal announcement of the Trusted Advisory Relationship will be subject to mutual review and approval of the parties.

## EXHIBIT B

ONECOMMUNITY

## STRATEGIC INITIATIVE SUPPORT

The spirit of the Trusted Advisor Relationship between Cisco and OneCommunity as described in this Exhibit B is that Cisco may be able to lend stratcgic support in terms of: a) Program Management Office resources and support; b) assisting OneCommunity in implementing the necessary hardware and software solutions to recognize the Consortium's goals; and c) facilitaling adoption and implementation of the strategic applications across the Consortium's member counties. The amount and mechanism for Cisco furnishing that support will be set forth on mutual agreement of the Parties in the final Agreement.

The Parties' preliminary discussions are focused on the following elements:

## A. Northem Ohio Regional Govermments Technology Adoption

A critical component to the success of the project is the adoption of the network as a single unifying platform for communications and delivery of services. The Parties envision a cooperative dialogue, actions and capital investment by the local governments to that end. Upon completion, the Parties would reduce to writing an overall strategic best practices summary and refernice architectures/applications for the proliferation of Smart + Connected Communitics.

The Parties would mutually review the Region's final strategic initiatives and programs and, subject to murual agreemenr by the Parkia; identify appropriatc initiative(s) for the purposes of additional strategic support from Cisco for those initiatives that align with Cisco's Smart + Connected Communities mission.

## B. Additional Cisco Strategic Support

The form of support from Cisco will be finally determined by the Parties and set forth in the final Agreement, but the Parties as a result of preliminary discussions believe that it will include one or more of the following:

1. Shared Seryices Projects:

## A. Curyahoga County Shared Services Project

The Partics agree to collaborate on the developineat and implementation of the Cuyahoga County shared services network. This is a short range ( 3 to 9 months) project intended to deliver a robust network foundation with primary applications to be shared voice and collaboration services. Secondary applications (upon customer approval) could be: Smart Real Estate, Safety and Security and Healthcare.

## B. Akron, Ohio Shared Services Project

The Parties agree to collaborate on the development and implementation of the Akron, Ohio shared services network. This is a short range ( 3 to 9 months) project intended to deliver a robust network foundation with primary applications to be shared voice, collaboration and security services for the new BIO Innovation corridor and other city Economic Development areas (such as the new Goodyear facility). Secondary applications (upon customer approval) could be: Smart Real Estate, Energy Management and Healthcare.
2. "Institute Healtheare Showcase"

The Parties agree to collaborate on the development and implementation of the Cleveland Institute's Healtheare Showcase. This is a long range (approximately three year) project that is intended to reside in the MedMart facility in Cleveland, Ohio.
3. Smart Community Posture Assessment

The Parties agree to collaborate on the development and implementation of a standardized Posture Assessment that will serve as a benchmark for communities to understand their readiness (and mitigation opportunities) in providing the foundational infrastructure to deliver $21^{\text {a }}$ century healtheare, education, citizen and business services.

## 4. Donation of Cisco Product and/or Sorvices.

The parties believe that certain of the OneCommunity strategic initiatives may also align with the advancement of the Smart $t$ Connect Communities mission of Cisco.

Due to its position within the industry, Cisco may make available, at its discretion and sole option, certain in-kind donations of networking technology product and/or services in support of OneCommunity's value proposition to building connected communities. These contributions may be provided to OneCommunity and/or the local governments, as Cisco determines appropriate, for use solely within proof source projects. The contributions will not exceed $\$ 500,000.00$ in total value. The exact nature of any such contribution made, if any, will be set forth in a separate written Agreement executed between Cisco and the intended recipient, with the donation valuc established by reference to Cisco's current US list price for the product and/or services. Cisco will use best efforts to provide OneCommunity with periodic report(s) of any in-kind donations made by Cisco under this paragraph \#4.

## EXHIBIT C

## MUTUAL NON-DISCLOSURE AGREEMENT

Between

Cisco Systems, Inc.
and OneCommuruty
This Non-Disclosure Agreement ("Agreement") is entered into on as of the date of last signature, below ("Effective Date"), between Cisco Systems, Inc. a California corporation having its principal place of business at 170 West Tasman Drive, San Jose, California 95134-1706 (and its direct and indirect majority-owned subsidiaries), ("Cisco") and OneCommunity, a non-profit organization having its principal place of business at 800 West SL. Clair Ave., Second Floor, Cleveland, Ohio, 44113.

In consideration of the mubual promises and covenants contained in tisis Agreemear and the disciocere of confidential information to each other, the perties to this Agreement agree as follows:

### 1.0 DEFINTTION.

"Confidenial Informalion" means the terms and conditions of this Agreement, the existence of the discussions between the parties, the information described in Section 2 below, and any other informarion concerning the Purpose defined below, including but not limited to, information regarding each party's product plans, product designs, product costs, product prices, finances, marketing plans, business opportunities, personnel, rescarch and development activities, know-how and pre-release products; provided that information disclosed by the disclosing party ("Disclosing Party") in written or other tangible form will be considered Confidential Information by the receiving party ("Receiving Party") only if such information is conspicuously designated as "Confidential," "Proprietary" or a similar legend. Information disclosed orally shall only be considered Confidential Information if: (i) identified as confidential, proprietary or the like at the time of disclosore, and (il) confinued in writing within thirty (30) days of disclosure. Confidential Information disclosed to the Receiving Party by any affiliare or agent of the Disclosing Party is subject to this Agreement.

## 20 DESCRIPTION.

The Confidential Information to be disclosed under this Agreenent is deacribed as follows:
Cisco: Cisco Intellectual Property, including but not limited to: Future product or service offerings prior to public release; Smart and Connected Commanities future product roadmaps or business plans; technical architectures or network diagrams; any information requiring user ID and/or password access on www-ciscocom
Other party: OneCommunity Intellectual Propary, inchuding buil not linitited to: Pricing and network derign, anchitecture, diagrems and traffic routing schereass; OneCommunity's future product roadmeps or business phans; Onecommunity Requast for Proposal solicications or responses prios to public release; Customer and proepeod data; Financial infomation including grant or other finding opporturities; any informstion requiring user ID and/or password access on the OrneCommunity incranet, specifically, but not limited to data available on IP addresses 69.54.620-69.54.62.127.

### 3.0 PURPOSE.

The Receiving Party may use the Confidential Information solely for the purpose of ("Purpose"):
Cisco: Advancement of the Smart and Connected Communities business model
CISCO CONFIDENTIAL INFORMATION

[^0]DISCLOSURE.
The Receiving Party shall not disclose the Confidential Information to any third party other than employees and contractors of the Receiving Party who have a need to have access to and knowledge of the Confidential Information solely for the Purpose authorized above. The Receiving Party shall have entered into nomdisclosure agreements with such employees and contractors having obligations of confidentiality as strict as those herein prior to disclosure to such employees and contractors to assure against unauthorized use or disclasure.
EXCEPTIONS TO CONFIDENITAL INFORMATION.
The Receiving Party shall have no obligation with respect to information which (i) was righlfully in possession of or known to the Receiving Party withour any obligation of confidentiality prior to receiving it from the Disclosing Party; (ii) is, or subsequently becomes, legally and publicly available without breach of this Agreement; (iii) is rightfully obtained by the Receiving Party frum a source other than the Disclosing Party without any obligation of confidentiality; (iv) is developed by or for the Receiving Party without usc of the Confidential Information and such independent developmeat can be shown by documentary cvidence; or (v) is transmitted by a party after receiving written notification from the other party that it does not desire to receive any further Contidential Information. Furher, the Rewiving Party may disclose Confidential Information pursuant to a valid order issued by a court or govermment agency, provided that the Receiving Party provides the Disclosing Party: (a) prior written notice of such obligation; and (b) the oppoctunity to oppose such disclosure or obtain a protective order.

## RETURN OR DESTRUCTION OF CONFIDENTLAL INFORMATION.

Upon written request by the Disclosing Party, the Receiving Party shall: (i) cease using the Confidential Information, (ii) return the Confidential Information and all copies, notes or extracts thereof to the Disclosing Party within seven (7) business days of receipt of request; and (iii) upon request of the Disclosing Party, confirm in writing that the Receiving Party has complied with the obligations set forth in this paragraph.

## INDEPENDENT DEVEI.OPMENT.

The Disclosing Party acknowledges that the Receiving Party may currcntly or in the fature be developing information internally, or receiving information from other parties. that is similar to the Confidential Information. Nothing in this Agrecment will prohibit the Receiving Party from developing or having developed for it products, concepts, systems or techniques that are similar to or compete with the products, concepts, systems or techniques contemplated by or embodied in the Contidential Information provided that the Receiving Party does not violate any of its obligations under this Agreement in connection with such development. Neither party shall have any obligation to limit or restrict the assignment of its empioyees or consultants as a result of their having had access to Cnnfidential Information of the other party. Further, "Residual Information" means any information that is retained in the unaided memories of the Receiving Earty's personnel without ongoing use of the Diselosing Party's Confidential Information in writuen, electronic or other fixed form. An individual's memory is unaided if the individual has not intentionally memorized the Confidential Information for the purpose of retaining and subsequently using or diselosing it. Subject to Section 8, the subsequent use by these persons of such Residual Information shall not constitute a breach of this Agreement.

## NO LICENSES.

Each party shall retain all right, title and interest to such party's Confidential Information. Notwithstanding anything to the contrary, no license under any trademark, mask work rights, patent rights or conyright, or application for same which are now or thereafter may be obtained by a party is either granted or implied is this Agreement

DISCLAIMER.
CONFIDENTIAL INFORMATION IS PROVIDED ${ }^{\circ} A S$ IS" WITH ALL FAULTS. IN NO EVENT

## SHALL THE DISCLOSING PARTY BE LIABLE FOR THE ACCURACY OR COMPLETENESS OF THIE CONFIDENTIAL INFORMATION.

None of the Confidential Information disclosed by the parties constitutes any representation, werremty, assurance, guarantee or inducement by either party to the other with respect it the infingement of trademarks, patents, copyrights, any right of privacy, or any rights of third persons.

### 10.0 EXPORT.

The parties acknowledge that the Confidential mfomation disclosed by each of them under this Agreenent may be subject fo export controls under the laws of the United States. Each party shall comply with such laws and agrees not to knowingty export, re-export or transfer Confidential Information of the other party whithout first obtaining all required Uniled Stakes authorizations or licenses.

### 11.0 TERM.

This Agreement shall continue from the "Effective Date" written above until terminated by either party by giving dirity (30) days written notice to the other party of is intent to terminate this Agreement. Notwithstanding such termination, the obligations of the Receiving Party conceming confidentiality shall criminate five ( $(\subseteq)$ years following reovipt of the Confidential Information.

### 12.0 GENERAL.

Each party acknowledges that monetary remedies may be inadequate to protect Confidential Information and that injunctive relief may be appropriate to protect sach Confidential Information

The Receiving Party shall not reverse-engineer, decompile, or disassemble any software disclosed to it under this Agreement and shall not remove, overprint or deface any notice of confidentiality, copyright, urademark, logo, legend or other notices of ownership or confidentiality from any originals or copies of Confidential Information it obtains from the Disclosing Party.

The parties herewo are independent confractors. Neither this Agreement nor any right granted hereunder shall be assignable or otherwise transferable
If any term of this Agreement shall be held to be illegal ar unenforceable by a cout of competert jurisdicion, the reaaining terms shall remain in full force and effect.
This Agreenent may only be modified in writing and must be signed by both parties.
This Agreement shall be controlled by and construcd under the laws of the State of California and the United Smas without giving effect to any contlicts of laws principles that would result in the application of the taws of a different jurisdiction, and the state courts of the State of Califomia for the County of Santa Clard or the United States District Court for the Northern District of California shall have exclusive jurisdiction over any claim arising under this Agreement. Notwithstanding the foregoing, either party may seeth interim injuractive relief in any court of appropriate jurisdicion with respect to my alleged breach of such party's intellecual property or proprietary rights.

# This Agreement represents the entire agreement of the parties hereto pertaining to the subject malter of this Agreemens, and superseder any and all prior oral discussions and/or writen correspoadenoe or agreement between the parties with respect thereto. 

IN WITNESS WHEREOF, the parties have executed this Agreement as of the dake bast written below.

CISCO SYSTEMS, INC.


ONECOMMUNITY

Titue d lrector
Date $12-22-09$
Date $11 \mid 30\{04$


## BTOP Comprehensive Community Infrastructure Detailed Budget

Please complete the General Budget Overview and Detailed Project Costs worksheets.
Please refer to the Comprehensive Community Infrastructure Grant Guidance for detailed instructions on the completing this upload.

Applicants are required to provide this upload as an Excel file, and not to convert it to a PDF prior to upload. Applicants should not alter the layout of the provided templates, except to insert additional line-items as needed in the Detailed Project Costs worksheet.

General Budget Overview

| Budget | Federal Funding Request | Matching Funds (Cash) | Matching Funds (In-Kind) | Budget TOTAL | Last Mile Allocation | Middle Mile Allocation | Allocated TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Network \& Access Equipment (switching, routing, transport, access) | \$9,948,469 | \$3,407,363 | \$2,767,831 | \$16,123,663 | \$1,818,422.64 | \$14,305,240.32 | \$16,123,663 |
| Outside Plant (cables, conduits, ducts, poles, towers, repeaters, etc.) | \$14,504,846 | \$1,301,319 | \$250,000 | \$16,056,165 | \$3,936,143.42 | \$12,120,021.21 | \$16,056,165 |
| Buildings and Land - (new construction, improvements, renovations, lease) | \$0 | \$0 | \$0 | \$0 | \$0.00 | \$0.00 | \$0 |
| Customer Premise Equipment (modems, settop boxes, inside wiring, etc.) | \$0 | \$80,250 | \$0 | \$80,250 | \$55,250.00 | \$25,000.00 | \$80,250 |
| Billing and Operational Support Systems (IT systems, software, etc.) | \$35,000 | \$150,000 | \$0 | \$185,000 | \$0.00 | \$185,000.00 | \$185,000 |
| Operating Equipment (vehicles, office equipment, other) | \$0 | \$138,000 | \$0 | \$138,000 | \$0.00 | \$138,000.00 | \$138,000 |
| Engineering/Professional Services (engineering design, project management, consulting, etc.) | \$20,193,847 | \$15,494,088 | \$900,000 | \$36,587,935 | \$9,009,353.69 | \$27,578,581.29 | \$36,587,935 |
| Testing (network elements, IT system elements, user devices, test generators, lab furnishings, servers/computers, etc.) | \$0 | \$460,203 | \$115,000 | \$575,203 | \$14,365.68 | \$560,837.69 | \$575,203 |
| Site Preparation | \$0 | \$100,000 | \$0 | \$100,000 | \$0.00 | \$100,000.00 | \$100,000 |
| Other | \$111,884 | \$24,379 | \$0 | \$136,263 | \$0.00 | \$136,263.04 | \$136,263 |
| TOTAL BROADBAND SYSTEM: | \$44,794,046 | \$21,155,602 | \$4,032,831 | \$69,982,479 | \$14,833,535 | \$55,148,944 | \$69,982,479 |
| Cost Share Percentage: | 64.01\% | 30.23\% | 5.76\% |  |  |  |  |

## DETAIL OF PROJECT COSTS

PLEASE COMPLETE THE TABLE BELOW FOR THE DIFFERENT CATEGORIES OF EQUIPMENT THAT WILL BE REQUIRED FOR COMPLETING THE PROJECT. EACH CATEGORY SHOULD BE BROKEN DOWN TO THE APPROPRIATE LEVEL FOR IDENTIFYING

|  | SERVICE AREA or COMMON NETWORK FACILITES: |  | Unit Cost | No. of Units | Total Cost | Last Mile Allocation | Middle Mile Allocation | Allocated Total | SF-424C Budget Category | Support of Reasonableness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NETWORK \& ACCESS EQUIPMENT |  |  |  |  | \$16,123,663 | \$1,818,423 | \$14,305,240 | \$16,123,663 |  |  |
| Switching |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | OARnet Mesh Upgrade: Phase I | In-kind Match | \$1,890,404.98 | 1 | \$1,890,405 |  | \$1,890,404.98 | \$1,890,405 | 10. Equipment |  |
|  | Mesh Upgrade Phase II- OneComm Portion |  | \$92,888.89 | 1 | \$92,889 |  | \$92,888.89 | \$92,889 | 10. Equipment |  |
|  | Mesh Upgrade Phase II - OneComm Portion | Cash Match | \$39,809.52 | 1 | \$39,810 |  | \$39,809.52 | \$39,810 | 10. Equipment |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Routing |  |  |  |  | \$0 |  |  | \$0 |  |  |
| NC6 | Juniper MX MPLS Core 2 Degree | Cash Match | \$142,215.72 | 8 | \$1,137,726 |  | \$1,137,725.76 | \$1,137,726 | 10. Equipment |  |
| NC5 | Juniper MX MPLS Core 3 Degree |  | \$145,715.72 | 7 | \$1,020,010 |  | \$1,020,010.04 | \$1,020,010 | 10. Equipment |  |
| NC4 | Juniper MX MPLS Core 4 Degree |  | \$150,615.72 | 4 | \$602,463 |  | \$602,462.88 | \$602,463 | 10. Equipment |  |
| NC3 | Juniper MX MPLS Core 5 Degree |  | \$226,215.72 | 1 | \$226,216 |  | \$226,215.72 | \$226,216 | 10. Equipment |  |
| NC2 | Juniper MX MPLS Core 6 Degree |  | \$226,215.72 |  | \$0 |  | \$0.00 | \$0 | 10. Equipment |  |
| NC1 | Juniper MX MPLS Core 7 Degree |  | \$226,215.72 |  | \$0 |  | \$0.00 | \$0 | 10. Equipment |  |
| NC4 | Juniper MX MPLS Core 4 Degree OARnet | In-kind Match | \$150,615.72 | 4 | \$602,463 |  | \$602,462.88 | \$602,463 | 10. Equipment |  |
| PS01 | Router RMS (Central Site) | In-kind Match | \$28,704.00 | 1 | \$28,704 |  | \$28,704.00 | \$28,704 | 10. Equipment |  |
| PS02 | Router LMR (Central Site) | In-kind Match | \$7,195.00 | 1 | \$7,195 |  | \$7,195.00 | \$7,195 | 10. Equipment |  |
| PS03 | Router RMS/LMR (Per Regional Site) | In-kind Match | \$25,504.00 | 1 | \$25,504 |  | \$25,504.00 | \$25,504 | 10. Equipment |  |
| PS04 | Router LMR (Per LMR Gateway Site) | In-kind Match | \$8,340.00 | 4 | \$33,360 |  | \$33,360.00 | \$33,360 | 10. Equipment |  |
| PS1 | Router RMS (Central Site) |  | \$28,704.00 | 2 | \$57,408 |  | \$57,408.00 | \$57,408 | 10. Equipment |  |
| PS2 | Router LMR (Central Site) |  | \$7,195.00 | 2 | \$14,390 |  | \$14,390.00 | \$14,390 | 10. Equipment |  |
| PS3 | Router RMS/LMR (Per Regional Site) |  | \$25,504.00 | 6 | \$153,024 |  | \$153,024.00 | \$153,024 | 10. Equipment |  |
| PS4 | Router LMR (Per LMR Gateway Site) |  | \$8,340.00 | 50 | \$417,000 |  | \$417,000.00 | \$417,000 | 10. Equipment |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Transport |  |  |  |  | \$0 |  |  | \$0 |  |  |
| NC6 | Flashwave 95002 Degree ROADM |  | \$188,930.98 | 8 | \$1,511,448 |  | \$1,511,447.84 | \$1,511,448 | 10. Equipment |  |
| NC5 | Flashwave 95003 Degree ROADM |  | \$259,621.97 | 7 | \$1,817,354 |  | \$1,817,353.79 | \$1,817,354 | 10. Equipment |  |
| NC4 | Flashwave 95004 Degree ROADM |  | \$273,048.52 | 4 | \$1,092,194 |  | \$1,092,194.08 | \$1,092,194 | 10. Equipment |  |
| NC3 | Flashwave 95005 Degree ROADM |  | \$426,396.50 | 1 | \$426,397 |  | \$426,396.50 | \$426,397 | 10. Equipment |  |
| NC2 | Flashwave 95006 Degree ROADM |  | \$517,758.49 |  | \$0 |  |  | \$0 | 10. Equipment |  |
| NC1 | Flashwave 95007 Degree ROADM |  | \$596,108.48 |  | \$0 |  |  | \$0 | 10. Equipment |  |
| NC5 | Flashwave 95003 Degree ROADM |  | \$259,621.97 | 2 | \$519,244 |  | \$519,243.94 | \$519,244 | 10. Equipment |  |
|  | TCCSA to Akron (Wooster) |  | \$179,474.75 | 1 | \$179,475 |  | \$179,474.75 | \$179,475 | 10. Equipment |  |
|  | Backbone Upgrade - Wave Service |  | \$470,467.73 | 1 | \$470,468 |  | \$470,467.73 | \$470,468 | 10. Equipment |  |
|  | TCCSA to Akron (Wooster) | Cash Match | \$76,917.75 | 1 | \$76,918 |  | \$76,917.75 | \$76,918 | 10. Equipment |  |
|  | Backbone Upgrade - Wave Service | Cash Match | \$201,629.03 | 1 | \$201,629 |  | \$201,629.03 | \$201,629 | 10. Equipment |  |
|  | Lorain Champion Passive DWDM |  | \$369,711.19 | 1 | \$369,711 |  | \$369,711.19 | \$369,711 | 10. Equipment |  |
|  | Lorain Champion Passive DWDM | Cash Match | \$158,447.65 | 1 | \$158,448 |  | \$158,447.65 | \$158,448 | 10. Equipment |  |
| Access |  |  |  |  | \$0 |  |  | \$0 |  |  |
| NC8 | Juniper EX 3200-1 Gbps Diverse | Cash Match | \$4,465.84 | 234 | \$1,045,007 | \$1,045,006.56 |  | \$1,045,007 | 10. Equipment |  |
| NC7 | Juniper EX 3200-10 Gbps Diverse | Cash Match | \$9,899.84 | 33 | \$326,695 | \$326,694.72 |  | \$326,695 | 10. Equipment |  |
| NC8 | Juniper EX 3200-1 Gbps Diverse MCFN | Cash Match | \$4,465.84 | 81 | \$361,733 | \$361,733.04 |  | \$361,733 | 10. Equipment |  |
| NC7 | Juniper EX 3200-10 Gbps Diverse MCFN | Cash Match | \$9,899.84 | 6 | \$59,399 | \$59,399.04 |  | \$59,399 | 10. Equipment |  |
| Other |  |  |  |  | \$0 |  |  | \$0 |  |  |
| PS05 | Server Options and Maintenance (Central Site) | In-kind Match | \$141,920.00 | 1 | \$141,920 |  | \$141,920.00 | \$141,920 | 10. Equipment |  |
| PS06 | PMC Client Options and Maintenance (Per Additional User) | In-kind Match | \$2,394.00 | 6 | \$14,364 |  | \$14,364.00 | \$14,364 | 10. Equipment |  |
| PS07 | Additional Radio Channels and Maintenance (Per Additional Channel) | In-kind Match | \$2,154.00 | 6 | \$12,924 |  | \$12,924.00 | \$12,924 | 10. Equipment |  |
| PS08 | Additional Dial Ports \& Maintenance (Per Additional Dial Port) | In-kind Match | \$2,154.00 | 4 | \$8,616 |  | \$8,616.00 | \$8,616 | 10. Equipment |  |
| PS09 | IP Phone Clients and Maintenance (Per additional IP Phone Service User) | In-kind Match | \$594.00 | 4 | \$2,376 |  | \$2,376.00 | \$2,376 | 10. Equipment |  |
| PS5 | Server Options and Maintenance (Central Site) |  | \$141,920.00 | 2 | \$283,840 |  | \$283,840.00 | \$283,840 | 10. Equipment |  |
| PS6 | PMC Client Options and Maintenance (Per Additional User) |  | \$2,394.00 | 150 | \$359,100 |  | \$359,100.00 | \$359,100 | 10. Equipment |  |
| PS7 | Additional Radio Channels and Maintenance (Per Additional Channel) |  | \$2,154.00 | 50 | \$107,700 |  | \$107,700.00 | \$107,700 | 10. Equipment |  |
| PS8 | Additional Dial Ports \& Maintenance (Per Additional Dial Port) |  | \$2,154.00 | 50 | \$107,700 |  | \$107,700.00 | \$107,700 | 10. Equipment |  |
| PS9 | IP Phone Clients and Maintenance (Per additional IP Phone Service User) |  | \$594.00 | 150 | \$89,100 |  | \$89,100.00 | \$89,100 | 10. Equipment |  |
| NC8 | Miscellaneous Materials |  | \$95.84 | 234 | \$22,427 | \$22,426.56 |  | \$22,427 | 10. Equipment |  |


| NC7 | Miscellaneous Materials |  | \$95.84 | 33 | \$3,163 | \$3,162.72 |  | \$3,163 | 10. Equipment |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NC6 | Miscellaneous Materials |  | \$287.52 | 8 | \$2,300 |  | \$2,300.16 | \$2,300 | 10. Equipment |  |
| NC5 | Miscellaneous Materials |  | \$287.52 | 7 | \$2,013 |  | \$2,012.64 | \$2,013 | 10. Equipment |  |
| NC4 | Miscellaneous Materials |  | \$287.52 | 4 | \$1,150 |  | \$1,150.08 | \$1,150 | 10. Equipment |  |
| NC3 | Miscellaneous Materials |  | \$287.52 | 1 | \$288 |  | \$287.52 | \$288 | 10. Equipment |  |
| NC2 | Miscellaneous Materials |  | \$287.52 |  | \$0 |  |  | \$0 | 10. Equipment |  |
| NC1 | Miscellaneous Materials |  | \$287.52 |  | \$0 |  |  | \$0 | 10. Equipment |  |
| OUTSIDE PLANT |  |  |  |  | \$16,056,165 | \$3,936,143 | \$12,120,021 | \$16,056,165 |  |  |
| Cables |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | 144 Count Armored Fiber |  | \$1.10 | 2,238,720 | \$2,462,592 |  | \$2,462,592 | \$2,462,592 | 10. Equipment |  |
|  | 24 Count Armored Fiber |  | \$0.30 | 1,679,040 | \$503,712 | \$503,712 |  | \$503,712 | 10. Equipment |  |
|  | 144 Count Armored Fiber MCFN |  | \$1.10 | 797,280 | \$877,008 |  | \$877,008 | \$877,008 | 10. Equipment |  |
|  |  |  |  |  |  |  |  |  |  |  |
|  | OARnet Cleveland-Youngstown |  | \$252,000.00 | 1 | \$252,000 |  | \$252,000 | \$252,000 | 10. Equipment |  |
|  | OARnet Youngstown-Canton |  | \$252,000.00 | 1 | \$252,000 |  | \$252,000 | \$252,000 | 10. Equipment |  |
|  | OARnet Canton-Akron |  | \$252,000.00 | 1 | \$252,000 |  | \$252,000 | \$252,000 | 10. Equipment |  |
|  | OARnet Akron-Cleveland |  | \$252,000.00 | 1 | \$252,000 |  | \$252,000 | \$252,000 | 10. Equipment |  |
|  | OARnet Cleveland-Youngstown | Cash Match | \$108,000.00 | 1 | \$108,000 |  | \$108,000 | \$108,000 | 10. Equipment |  |
|  | OARnet Youngstown-Canton | Cash Match | \$108,000.00 | 1 | \$108,000 |  | \$108,000 | \$108,000 | 10. Equipment |  |
|  | OARnet Canton-Akron | Cash Match | \$108,000.00 | 1 | \$108,000 |  | \$108,000 | \$108,000 | 10. Equipment |  |
|  | OARnet Akron-Cleveland | Cash Match | \$108,000.00 | 1 | \$108,000 |  | \$108,000 | \$108,000 | 10. Equipment |  |
|  | 6 Count Fiber IRU Lorain Community College |  | \$708,759.26 | 1 | \$708,759 |  | \$708,759 | \$708,759 | 10. Equipment |  |
|  | 6 Count Fiber IRU Lorain Community College | Cash Match | \$303,753.97 | 1 | \$303,754 |  | \$303,754 | \$303,754 | 10. Equipment |  |
|  | 2 Count Fiber IRU Lorain Community College | In-kind Match | \$250,000.00 | 1 | \$250,000 | \$250,000 |  | \$250,000 | 10. Equipment |  |
| Conduits |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Conduit 2 inch MM |  | \$0.68 | 1,045,651 | \$711,043 |  | \$711,043 | \$711,043 | 10. Equipment |  |
|  | Conduit 2 inch LM |  | \$0.68 | 535,670 | \$364,255 | \$364,255 |  | \$364,255 | 10. Equipment |  |
|  | Conduit 2 inch MM MCFN |  | \$0.68 | 318,912 | \$216,860 |  | \$216,860 | \$216,860 | 10. Equipment |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Ducts |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Poles |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Permits/Make Ready MM |  | \$200.00 | 12,675 | \$2,535,000 |  | \$2,535,000 | \$2,535,000 | 2. Land, structures |  |
|  | Permits/Make Ready LM |  | \$200.00 | 8,634 | \$1,726,800 | \$1,726,800 |  | \$1,726,800 | 2. Land, structures |  |
| Towers |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Vaults | Fiber Vaults | Cash Match | \$455.00 | 1,243 | \$565,565 |  | \$565,565 | \$565,565 | 10. Equipment |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Other |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Materials MM |  | \$0.65 | 3,537,600 | \$2,299,440 |  | \$2,299,440 | \$2,299,440 | 10. Equipment |  |
|  | Materials LM |  | \$0.65 | 1,679,040 | \$1,091,376 | 1,091,376 |  | \$1,091,376 | 10. Equipment |  |


| COMMON |  | Match | Unit Cost | No. of | Total Cost | Last Mile | Middle Mile | Allocated Total | SF-424C Budget | Support of Reasonableness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BUILDINGS |  |  |  |  | \$0 | \$0 | \$0 | \$0 |  |  |
| New Construction |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Pre-Fab Huts |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Improvements \& |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Other |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| CUSTOMER PREMISE EQUIPMENT |  |  |  |  | \$80,250 | \$55,250 | \$25,000 | \$80,250 |  |  |
| Modems |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Set Top Boxes |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Inside Writing |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Collocation Site Connection | Cash Match | \$1,250.00 | 20 | \$25,000 |  | \$25,000 | \$25,000 | 7. Site work |  |
|  | Anchor Site Connection | Cash Match | \$250.00 | 221 | \$55,250 | \$55,250 |  | \$55,250 | 7. Site work |  |
| Other |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| BILLING SUPPORT AND OPERATIONS SUPPORT SYSTEMS |  |  |  |  | \$185,000 | \$0 | \$185,000 | \$185,000 |  |  |
| Billing Support |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Billing Integration | Cash Match | \$25,000.00 | 1 | \$25,000 |  | \$25,000 | \$25,000 | 11. Misc. |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Customer Care | Network Management |  | \$35,000.00 | 1 | \$35,000 |  | \$35,000 | \$35,000 | 11. Misc. |  |
|  | Customer Service Back Office | Cash Match | \$125,000.00 | 1 | \$125,000 |  | \$125,000 | \$125,000 | 11. Misc. |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Other Support |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |


| COMMON |  | Match | Unit Cost | No. of | Total Cost | Last Mile | Middle Mile | Allocated Total | SF-424C Budget | Support of Reasonableness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OPERATING EQUIPMENT |  |  |  |  | \$138,000 | \$0 | \$138,000 | \$138,000 |  |  |
| Vehicles |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Installation/Equipment Van | Cash Match | \$46,000.00 | 3 | \$138,000 |  | \$138,000 | \$138,000 | 10. Equipment |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Office Equipment / |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Other |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| PROFESSIONAL SERVICES |  |  |  |  | \$36,587,935 | \$9,009,354 | \$27,578,581 | \$36,587,935 |  |  |
| Engineering |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Design Engineering \& Planning | In-kind Match | \$250.00 | 1800 | \$450,000 |  | \$450,000 | \$450,000 | 5. Other archit. and engr. |  |
|  | Outside Plant Engineering |  | \$125.00 | 1008 | \$126,000 |  | \$126,000 | \$126,000 | 5. Other archit. and engr. |  |
|  | Network Engineering |  | \$165.00 | 768 | \$126,720 |  | \$126,720 | \$126,720 | 5. Other archit. and engr. |  |
|  | Site Planning |  | \$125.00 | 96 | \$12,000 | \$12,000 |  | \$12,000 | 5. Other archit. and engr. |  |
|  | Outside Plant Engineering |  | \$125.00 | 528 | \$66,000 | \$66,000 |  | \$66,000 | 5. Other archit. and engr. |  |
|  | Capacity Engineering \& Customer Engineering | In-kind Match | \$250.00 | 1800 | \$450,000 | \$450,000 |  | \$450,000 | 5. Other archit. and engr. |  |
| Project |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Project/Construction Management MM |  | \$125.00 | 8376 | \$1,047,000 |  | \$1,047,000 | \$1,047,000 | 9. Construction |  |
|  | Project/Construction Management LM |  | \$125.00 | 528 | \$66,000 | \$66,000 |  | \$66,000 | 9. Construction |  |
| Consulting |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Construction Services MM Aerial |  | \$4.37 | 1,666,736 | \$7,283,637 |  | \$7,283,637 | \$7,283,637 | 9. Construction |  |
|  | Construction Services MM Underground |  | \$4.70 | 1,866,163 | \$8,770,967 |  | \$8,770,967 | \$8,770,967 | 9. Construction |  |
|  | Construction Services MM Boring |  | \$11.81 | 37,323 | \$440,788 |  | \$440,788 | \$440,788 | 9. Construction |  |
|  | Construction Services LM Aerial |  | \$4.37 | 227,067 | \$992,284 | \$992,284 |  | \$992,284 | 9. Construction |  |
|  | Construction Services LM Underground |  | \$4.70 | 107,134 | \$503,530 | \$503,530 |  | \$503,530 | 9. Construction |  |
|  | Construction Services LM Boring |  | \$11.81 | 10,713 | \$126,525 | \$126,525 |  | \$126,525 | 9. Construction |  |
|  | Construction Services LM Aerial | Cash Match | \$4.37 | 908,269 | \$3,969,136 | \$3,969,136 |  | \$3,969,136 | 9. Construction |  |
|  | Construction Services LM Underground | Cash Match | \$4.70 | 428,536 | \$2,014,118 | \$2,014,118 |  | \$2,014,118 | 9. Construction |  |
|  | Construction Services LM Boring | Cash Match | \$11.81 | 68,566 | \$809,761 | \$809,761 |  | \$809,761 | 9. Construction |  |
|  | Construction - GLW Interconnect | Cash Match | \$4.70 | 73,920 | \$347,424 |  | \$347,424 | \$347,424 | 9. Construction |  |
|  | Construction - FE/Suite 224 Interconnect | Cash Match | \$4.70 | 121,440 | \$570,768 |  | \$570,768 | \$570,768 | 9. Construction |  |
|  | Construction - MCFN MM Aerial | Cash Match | \$4.70 | 403,656 | \$1,897,183 |  | \$1,897,183 | \$1,897,183 | 9. Construction |  |
|  | Construction - MCFN MM Underground | Cash Match | \$11.81 | 330,264 | \$3,900,418 |  | \$3,900,418 | \$3,900,418 | 9. Construction |  |
|  | Construction - MCFN MM Aerial |  | \$4.70 | 34,848 | \$163,786 |  | \$163,786 | \$163,786 | 9. Construction |  |
|  | Construction - MCFN MM Underground |  | \$11.81 | 28,512 | \$336,727 |  | \$336,727 | \$336,727 | 9. Construction |  |
|  | Construction - FCC MM Aerial | Cash Match | \$4.70 | 422,400 | \$1,985,280 |  | \$1,985,280 | \$1,985,280 | 9. Construction |  |
| Other |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Plan Development \& Design |  | \$131,884.00 | 1 | \$131,884 |  | \$131,884 | \$131,884 | 1. Admin and Legal |  |
|  |  |  |  |  |  |  |  |  |  |  |
| TESTING |  |  |  |  | \$575,203 | \$14,366 | \$560,838 | \$575,203 |  |  |
| Network |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| IT System |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| User Devices |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Test Generators |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Optical TDM | In-kind Match | \$115,000.00 | 1 | \$115,000 |  | \$115,000 | \$115,000 | 10. Equipment |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |
| Lab  <br>   <br> NC5  <br> NC5  <br>  NC8 <br>  NC7 |  |  |  |  | \$0 |  |  | \$0 |  |  |
|  | Flashwave 95003 Degree ROADM | Cash Match | \$259,621.97 | 1 | \$259,622 |  | \$259,621.97 | \$259,622 | 10. Equipment |  |
|  | Juniper MX MPLS Core 3 Degree | Cash Match | \$145,715.72 | 1 | \$145,716 |  | \$145,715.72 | \$145,716 | 10. Equipment |  |
|  | Juniper EX 3200-1 Gbps Diverse | Cash Match | \$4,465.84 | 1 | \$4,466 | \$4,465.84 |  | \$4,466 | 10. Equipment |  |
|  | Juniper EX 3200-10 Gbps Diverse | Cash Match | \$9,899.84 | 1 | \$9,900 | \$9,899.84 |  | \$9,900 | 10. Equipment |  |
|  |  |  |  |  | \$0 |  |  | \$0 |  |  |



| COMMON |  | Match | Unit Cost | No. of | Total Cost | Last Mile | Middle Mile | Allocated Total | SF-424C Budget | Support of Reasonableness |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| OTHER UPFRONT COSTS |  |  |  |  | \$236,263 | \$0 | \$236,263 | \$236,263 |  |  |
| Site | Collocation Site Preparation | Cash Match | \$12,500.00 | 8 | \$100,000 |  | \$100,000 | \$100,000 | Site work |  |
|  |  |  |  | - | \$0 |  |  | \$0 |  |  |
| Other | Pre-Award Expenses OARnet |  | \$56,884.12 | 1 | \$56,884 |  | \$56,884 | \$56,884 | 1. Admin and Legal |  |
|  | Pre-Award Expenses OARnet | Cash Match | \$24,378.91 | 1 | \$24,379 |  | \$24,379 | \$24,379 | 1. Admin and Legal |  |
|  | Pre-Award Expenses OneCommunity |  | \$55,000.00 | ${ }_{\text {ct }}$ | $\stackrel{\text { S55,000 }}{ }$ | \$148835 535 | ${ }_{\text {\$555,000 }}$ | \$55,000 | 1. Admin and Legal |  |

## BTOP Comprehensive Community Infrastructure Project Plan and Build-out Timeline

Please complete the Project Plan and Build-out Timeline templates below. Note that these templates may be modified by applicants in order to provide the most effective presentation of the data for their specific project. Applicants should ensure, however, that they provide at least as much detail as the provided templates require.

For system stability reasons, it is recommended that you provide these documents in PDF format when submitting a copy of your application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive. There is no need to provide this instruction page.

- Use the following table to list the major network build-out phases and milestones that can demonstrate that your entire project will be substantially complete by the end of Year 2 and fully complete by the end of Year 3. This is to be done at the aggregate level (combining all proposed funded service areas.)
- Indicated how the milestones listed below will demonstrate these completion objectives. The applicant should consider such project areas as: a) network design; b) securing all relevant licenses and agreements; c) site preparation; d) inside plant deployment; e) outside plan deployment; f) deployment of business \& operational support systems; g) network testing; f) network operational. The applicant may provide any other milestones that it believes showcase progress.
- Project inception (Year 0) starts at the date when the applicant receives notice that the project has been approved for funding.
- In the table, provide any information (e.g., facts, analysis) to: a) demonstrate the reasonableness of these milestones; b) substantiate the ability to reach the milestones by the quarters indicated.

| Time Period | Quarter | Milestones | Support for Reasonableness/Data Points |
| :---: | :---: | :---: | :---: |
| Year 0 | - | - Define service areas <br> - Construct baseline project plan based on historical construction information <br> - Evaluate contractor proposals for target service areas | - Target service areas are divided into 7 ring segment construction areas <br> - Work executed serially across segments |
| Year 1 | Qtr. 1 | - Begin walkouts for ring segment 1 <br> - Equipment sizing and ordering <br> - Begin underground and aerial build for segment 1 <br> - Network equipment staging and installation | - Project model based on historical information obtained by OneCommunity from past broadband fiber builds. Information includes number of resources/mile for both aerial and broadband. |
|  | Qtr. 2 | - Approaching $20 \%$ project completion <br> - Ring segment 1 complete with ring segment 2 beginning walkout tasks <br> - Engineer equipment ordering <br> - Ring segment 2 aerial and underground fiber placement $50 \%$ complete | - Resource leveling of engineering and construction tasks based on work effort calculations and historical fiber installation and placement data. |
|  | Qtr. 3 | - Ring segment 2 complete <br> - Ring segment $330 \%$ complete <br> - Construction management and CAD drawings $75 \%$ complete <br> - Total project work effort completion - 30\% | - Fiber construction work efforts are derived from field information of past fiber installations including a 650 mile fiber build for the FCC Healthcare initiative. <br> - Tasks are retired according to resource leveling of tasks and applied resources <br> - Project completion obtained from Microsoft Project Visual Basic Reports based on work timephased work values |


|  | Qtr. 4 | - Ring segment $418 \%$ complete <br> - Total project completion $45 \%$ complete <br> - Larger ring segments require longer time to complete <br> - Walkout, summarizing information, CAD drawings complete | - Aerial fiber placement can begin independently of underground fiber placement <br> - For a given number of resources, larger fiber segments require a greater number of work efforts and therefore a longer duration which is why segment 4 is only $18 \%$ complete on a quarter to quarter basis |
| :---: | :---: | :---: | :---: |
| Year 2 | Qtr. 1 | - Year 2 begins with a completion status of $53 \%$. <br> - Ring segment 4 achieves an $85 \%$ completion with network gear staged for lateral access layer installation | - Ring segment 4 is one of the larger rings and therefore requires a longer duration for make ready, strand placement and underground installation. |
|  | Qtr. 2 | - Ring segment 4 completes and ring segment 5 network design begins <br> - Walkout crews start to assemble information from field surveys and begin to enter in CAD systems | - Field walkouts begin any ring segment build to verify actual aerial versus underground placement and to determine permit and make ready costing |
|  | Qtr. 3 | - Total project is $67 \%$ complete <br> - Ring 5 field information is gathered, assembled and fully entered into CAD systems <br> - Permits are completed and crews are beginning to stage the area for installation | - Fiber construction work efforts are derived from field information of past fiber installations including a 650 mile fiber build for the FCC Healthcare initiative. <br> - Tasks are retired according to resource leveling of tasks and applied resources <br> - Project completion obtained from Microsoft Project Visual Basic Reports based on work timephased work values |
|  | Qtr. 4 | - The 2-year milestone is achieved with an overall project completeness of $83 \%$. <br> - Ring segment 5 completes <br> - Ring segment 9 begins network design <br> - Walkout crews start to assemble field information | - All tasks are defined as effort driven and then leveled by a Microsoft Project plan against timephased values. This is perhaps the best project management method for project predictability and resource allocation compared to a duration-based tool |
| Year 3 | Qtr. 1 | - Ring segment 9 completes <br> - Ring segment 10 begins <br> - Over project completeness of $93 \%$ | - Multiple crews used for aerial and underground placement reduce overall duration and provides for a project work effort completion within the 2-year window |
|  | Qtr. 2 | - All ring segments and three construction laterals are complete <br> - Total project completion at $100 \%$ | - Visual basic reports plot the efficiency at which work is completed <br> - Actual work versus baseline work versus scheduled work sets the next period work effort plan |

## BUILD-OUT TIMELINE

Complete the following schedule for each Last Mile or Middle Mile Service Area to note the degree of build-out, based on: a) infrastructure funds awarded; b) entities passed (households, businesses, and community anchor institutions.). In addition, please complete a schedule that aggregates the build-out timeline across all of the Proposed Funded Service Area.

| Service Area | Northeast Ohio 20 County Footprint |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { YEAR } \\ 0 \\ \hline \end{gathered}$ | YEAR 1 |  |  |  | YEAR 2 |  |  |  | YEAR 3 |  |  |  |
|  |  | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 | Qtr. 1 | Qtr. 2 | Qtr. 3 | Qtr. 4 |
| Infrastructure Funds |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Infrastructure <br> Funds Advanced (estimate) |  | \$ 4,479,40 5 | $\$$ $4,479,40$ 5 | \$ $4,479,40$ 5 | \$ $4,479,40$ 5 | \$ $4,479,40$ 5 | \$ $4,479,40$ 5 | \$ $4,479,40$ 5 | \$ $4,479,40$ 5 | \$ $4,479,40$ 5 | $\begin{array}{r} \hline \$ \\ 4,479,40 \\ 5 \end{array}$ |  |  |
| Percentage of Total Funds |  | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% | 10\% |  |  |
| Entities Passed \& \% |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Households |  |  | 216,655 | 216,655 | 216,655 | 216,655 | 216,655 | 216,655 | 216,655 | 216,655 | 216,655 | 216,655 |  |
| Percentage of Total Households |  |  | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% |  |
| Businesses |  |  | 21,100 | 21,100 | 21,100 | 21,100 | 21,100 | 21,100 | 21,100 | 21,100 | 21,100 | 21,100 |  |
| Percentage of Total Businesses |  |  | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% | 15\% |  |
| Community Anchor Institutions |  |  | 343 | 387 | 468 | 555 | 652 | 750 | 859 | 979 | 1097 | 1221 |  |
| Percentage of Total Institutions |  |  | 12\% | 12\% | 12\% | 12\% | 12\% | 12\% | 12\% | 12\% | 12\% | 12\% |  |

## BTOP Comprehensive Community Infrastructure Subscriber Estimates Template

Please complete the complete the Subscriber Estimates worksheet.
All applicants should indicate their 8 -year subscriber forecasts with a breakdown by type of subscriber residential/individual, businesses, community anchor institutions, third party service providers) and service offerings. The names of the service offerings should match those provided in the Service Offering and Competitor Data attachment, enabling reviewers to easily cross-reference between the two documents The Year 0 column should be used to denote any existing customers within the Proposed Funded Service Area. In addition, applicants that project that they will have third party service provider customers should include a line for parties "Served by Third Party Service Providers," showing an estimate of how many residential/individual, community anchor institution, and business customers will be served by those service providers, as demonstrated in the example below. At the bottom of the table, applicants should provide customer totals across all service offerings, with and without customers indirectly served through a third party service provider (if applicable). Applicants should also include a brief discussion of their methodology for deriving these estimates.

In contrast to several other attachment templates in this application, the data provided via this template will NOT be subject to automated processing. Applicants are permitted to modify the template layout in order to provide the most effective presentation of the date for their specific project, but such modifications are generally discourages. Applicants should, in any case, ensure that they provide at least as much detail as the provided templates requires. To the extent that you modify these templates, please ensure that the print layouts are adjusted so that rows do not break across pages in a manner that will be difficult to understand. It is recommended that you provide these documents in PDF format when submitting a copy of your application on an appropriate electronic medium, such as a DVD, CD-ROM, or flash drive.

EXAMPLE

| Name of Service Offering | Customer Type | Year 0 | Cumulative/ Net Add | Year 1 |  |  |  | Year 2 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 |
| Mega-Metro E-100 Mbps | Community Anchor Inst. | 0 | Cumulative | 0 | 0 | 0 | 0 | 5 | 10 | 17 | 26 |
|  |  |  | Net Add | 0 | 0 | 0 | 0 | 5 | 5 | 7 | 9 |
|  | Business | 0 | Cumulative | 0 | 0 | 0 | 0 | 12 | 27 | 52 | 82 |
|  |  |  | Net Add | 0 | 0 | 0 | 0 | 12 | 15 | 25 | 30 |
|  | Third Party Service Provider | 0 | Cumulative | 0 | 0 | 0 | 0 | 1 | 2 | 4 | 6 |
|  |  |  | Net Add | 0 | 0 | 0 | 0 | 1 | 1 | 2 | 2 |
| Served by Third Party Service Providers | Indirect - Res./Ind. | 0 | Cumulative | 0 | 0 | 0 | 0 | 1000 | 3000 | 5000 | 10000 |
|  |  |  | Net Add | 0 | 0 | 0 | 0 | 1000 | 2000 | 2000 | 5000 |
|  | Indirect - Business | 0 | Cumulative | 0 | 0 | 0 | 0 | 2 | 8 | 18 | 30 |
|  |  |  | Net Add | 0 | 0 | 0 | 0 | 2 | 6 | 10 | 12 |
|  | Indirect - Com. Anchor Inst. | 0 | Cumulative | 0 | 0 | 0 | 0 | 0 | 2 | 3 | 5 |
|  |  |  | Net Add | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 2 |

## Broadband Subscriber Estimates

| Name of Service Offering | Customer Type | Year 0 | Cumulative/ Net Add | Year 1 |  |  |  | Year 2 |  |  |  | Year 3 |  |  |  | Yea |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 |
|  | Community Anchor Inst. | 271 | Cumulative | 292 | 325 | 360 | 398 | 442 | 483 | 530 | 584 | 634 | 688 | 745 | 796 | 854 | 914 |
|  |  |  | Net Add | 21 | 33 | 35 | 38 | 44 | 41 | 47 | 54 | 50 | 54 | 57 | 51 | 58 | 60 |
|  | Third Party Service Provider | 16 | Cumulative | 17 | 18 | 19 | 20 | 22 | 24 | 25 | 27 | 28 | 28 | 29 | 29 | 30 | 30 |
|  |  |  | Net Add | 1 | 1 | 1 | 1 | 2 | 2 | 1 | 2 | 1 | 0 | 1 | 0 | 1 | 0 |
|  | Indirect - Com. Anchor Inst. | 27 | Cumulative | 51 | 62 | 108 | 157 | 210 | 267 | 329 | 395 | 463 | 533 | 607 | 686 | 762 | 846 |
|  |  |  | Net Add | 24 | 11 | 46 | 49 | 53 | 57 | 62 | 66 | 68 | 70 | 74 | 79 | 76 | 84 |
|  |  |  | Cumulative |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | Net Add |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | Cumulative |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | Net Add |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | Cumulative |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | Net Add |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cumulative Totals (excluding Indirect) | Residential/Individual |  | Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Business |  | Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Community Anchor Inst. |  | Total | 292 | 325 | 360 | 398 | 442 | 483 | 530 | 584 | 634 | 688 | 745 | 796 | 854 | 914 |
|  | Third Party Service Provider |  | Total | 17 | 18 | 19 | 20 | 22 | 24 | 25 | 27 | 28 | 28 | 29 | 29 | 30 | 30 |
| Cumulative Totals (including Indirect) | Residential/Individual |  | Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Business |  | Total |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Community Anchor Inst. |  | Total | 51 | 62 | 108 | 157 | 210 | 267 | 329 | 395 | 463 | 533 | 607 | 686 | 762 | 846 |

Table of Customer Types Residential/Individual
Business
Community Anchor Inst. Third Party Service Provide Indirect - Res./Ind
Indirect - Business
Indirect - Com. Anchor Inst

Explanation of Methodology: The forecast is built off of an existing base of anchor institutions representing government, education, health,
libraries and economic develop target zones. The take rates are based on geographic distribution and the availability of core anchors along the middle mile path. The estimates are based on a market size of greater than 18,000 anchor tenant locations across the entire Northeastern Ohio Region. The uptake rate is just under $12.5 \%$ for the region after 8 years. Though we believe we can create additional opportun ities and accelerate access to anchor institutions we are also working with our last mile network service partners to create an aggregate demand and a greater discount in collaboration with our third party, carrier and cable franchise operators.

In particular we have strong commitments from Health Care as part of our Rural Health Care Pilot Project and public safety with the state Multi-Agency Radio Communication System (MARCS) towers, county and municipal public safety agencies for emergency management and communications. These anchors serves as the foundation for $30 \%$ of the market activity and represent a significant portion of our initial take rate. The project is anchoring the MARCS towers for the state emergency management program and provide county and municipal access to the police and sheriff departments. On of the key objectives of this program will be to connect public health , emergency res ponders and the egions volunteer organization

Take Rate by sector

## irect

Government
Health Care Facility's
braries
Colleges/University's
school District and Schools


#### Abstract

$\frac{\text { Indirect }}{10 \%}$ $10 \%$ $30 \%$ 30\% 15\% Instructional Technology Centers serving all of the regions schools indirectly $100 \%$


| Name of Service Offering | Customer Type | Ir 4 |  | Year 5 |  |  |  | Year 6 |  |  |  | Year 7 |  |  |  | Year 8 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Qtr 1 | Qtr 2 | Qtr 3 |
|  | Community Anchor Inst. | 978 | 1045 | 1115 | 1189 | 1267 | 1348 | 1419 | 1494 | 1574 | 1657 | 1729 | 1806 | 1888 | 1973 | 2046 | 2125 | 2209 |
|  |  | 64 | 67 | 70 | 74 | 78 | 81 | 71 | 75 | 80 | 83 | 72 | 77 | 82 | 85 | 73 | 79 | 84 |
|  | Third Party Service Provider | 31 | 31 | 32 | 32 | 33 | 33 | 34 | 34 | 35 | 35 | 36 | 36 | 37 | 37 | 38 | 38 | 39 |
|  |  | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 |
|  | Indirect - Com. Anchor Inst. | 924 | 1017 | 1102 | 1299 | 1364 | 1432 | 1504 | 1579 | 1658 | 1741 | 1828 | 1919 | 2015 | 2116 | 2222 | 2333 | 2450 |
|  |  | 78 | 93 | 85 | 197 | 65 | 68 | 72 | 75 | 79 | 83 | 87 | 91 | 96 | 101 | 106 | 111 | 117 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Residential/Individual |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cumulative Totals (excluding | Business |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Indirect) | Community Anchor Inst. | 978 | 1045 | 1115 | 1189 | ------7 | 1348 | 1419---- | 1494 | 1574 | 1657 | 1729 | 1806 | 1888 | 1973 | 2046 | 2125 | 2209 |
|  | Third Party Service Provider | 31 | 31 | 32 | 32 | 33 | 33 | 34 | 34 | 35 | 35 | 36 | 36 | 37 | 37 | 38 | 38 | 39 |
|  | Residential/Individual |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cumulative Totals (including Indirect) | -------------------------- |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Community Anchor Inst. | 924 | 1017 | 1102 | 1299 | 1364 | 1432 | 1504 | 1579 | 1658 | 1741 | 1828 | 1919 | 2015 | 2116 | 2222 | 2333 | 2450 |

## Table of Customer Types

Residential/Individua
Business
Community Anchor Inst
Third Party Service Provider
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

| Name of Service Offering | Customer Type | Qtr 4 |
| :---: | :---: | :---: |
|  | Community Anchor Inst. | 2296 |
|  |  | 87 |
|  | Third Party Service Provider | 39 |
|  |  | 0 |
|  | Indirect - Com. Anchor Inst. | 2573 |
|  |  | 123 |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
| Cumulative Totals (excluding Indirect) | Residential/Individual |  |
|  | Business |  |
|  | Community Anchor Inst. | 2296 |
|  | Third Party Service Provider | 39 |
| Cumulative Totals (including Indirect) | Residential/Individual |  |
|  | ------------------ |  |
|  | Community Anchor Inst. | 2573 |

Table of Customer Types Residential/Individual
Business
Community Anchor Inst
Third Party Service Provide
Indirect - Res./Ind.
Indirect - Business
Indirect - Com. Anchor Inst.

OMB Approval No. 4040-000

NOTE: Certain Federal assistance programs require additional computations to arrive at the Federal share of project costs eligible for participation. If such is the case, you will be notified

| COST CLASSIFICATION |  | a. Total Cost |  | b. Costs Not Allowable for Participation |  | c. Total Allowable Costs (Columns a-b) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1. | Administrative and legal expenses |  | 268,147.00 | \$ |  | \$ | 268,147.00 |
| 2. | Land, structures, rights-of-way, appraisals, etc. | \$ | 4,261,800.00 | \$ |  | \$ | 4,261,800.00 |
| 3. | Relocation expenses and payments | \$ |  | \$ |  | \$ | 0.00 |
| 4. | Architectural and engineering fees | \$ |  | \$ |  | \$ | 0.00 |
| 5. | Other architectural and engineering fees | \$ | $1,230,720.00$ | \$ |  | \$ | 1,230,720.00 |
| 6. | Project inspection fees | \$ |  | \$ |  | \$ | 0.00 |
| 7. | Site work | \$ | 180,250.00 | \$ |  | \$ | 180,250.00 |
| 8. | Demolition and removal | \$ |  | \$ |  | \$ | 0.00 |
| 9. | Construction | \$ | $35,225,331.00$ | \$ |  | \$ | $35,225,331.00$ |
| 10. | Equipment | \$ | 28,631,231.00 | \$ |  | \$ | 28,631,231.00 |
| 11. | Miscellaneous | \$ | 185,000.00 | \$ |  | \$ | 185,000.00 |
| 12. | SUBTOTAL (sum of lines 1-11) | \$ | $69,982,479.00$ | \$ | 0.00 | \$ | $69,982,479.00$ |
| 13. | Contingencies | \$ |  | \$ |  | \$ | 0.00 |
| 14. | SUBTOTAL | \$ | $69,982,479.00$ | \$ | 0.00 | \$ | 69,982,479.00 |
|  | Project (program) income | \$ |  | \$ |  | \$ | 0.00 |
| 16. | TOTAL PROJECT COSTS (subtract \#15 from \#14) | \$ | 69,982,479.00 | \$ | 0.00 | \$ | 69,982,479.00 |
|  |  |  | FEDERAL FUNDIN |  |  |  |  |
|  | Federal assistance requested, calculate as follows: (Consult Federal agency for Federal percentage shar Enter the resulting Federal share. |  | Enter eligible costs from line | 16c Multiply $X$ | $100$ | \$ | 69,982,479.00 |

## INSTRUCTIONS FOR THE SF-424C

Public reporting burden for this collection of information is estimated to average 180 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0041), Washington, DC 20503.

## PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

This sheet is to be used for the following types of applications: (1) "New" (means a new [previously unfunded] assistance award); (2) "Continuation" (means funding in a succeeding budget period which stemmed from a prior agreement to fund); and (3) "Revised" (means any changes in the Federal Government's financial obligations or contingent liability from an existing obligation). If there is no change in the award amount, there is no need to complete this form. Certain Federal agencies may require only an explanatory letter to effect minor (no cost) changes. If you have questions, please contact the Federal agency.

Column a. - If this is an application for a "New" project, enter the total estimated cost of each of the items listed on lines 1 through 16 (as applicable) under "COST CLASSIFICATION."

If this application entails a change to an existing award, enter the eligible amounts approved under the previous award for the items under "COST CLASSIFICATION."

Column b. - If this is an application for a "New" project, enter that portion of the cost of each item in Column a. which is not allowable for Federal assistance. Contact the Federal agency for assistance in determining the allowability of specific costs.

If this application entails a change to an existing award, enter the adjustment [+ or (-)] to the previously approved costs (from column a.) reflected in this application.

Column. - This is the net of lines 1 through 16 in columns "a." and "b."

Line 1 - Enter estimated amounts needed to cover administrative expenses. Do not include costs which are related to the normal functions of government. Allowable legal costs are generally only those associated with the purchases of land which is allowable for Federal participation and certain services in support of construction of the project.

Line 2 - Enter estimated site and right(s)-of-way acquisition costs (this includes purchase, lease, and/or easements).

Line 3 - Enter estimated costs related to relocation advisory assistance, replacement housing, relocation payments to displaced persons and businesses, etc.

Line 4 - Enter estimated basic engineering fees related to construction (this includes start-up services and preparation of project performance work plan).

Line 5 - Enter estimated engineering costs, such as surveys, tests, soil borings, etc.

Line 6 - Enter estimated engineering inspection costs.
Line 7 - Enter estimated costs of site preparation and restoration which are not included in the basic construction contract.

Line 9 - Enter estimated cost of the construction contract.
Line 10 - Enter estimated cost of office, shop, laboratory, safety equipment, etc. to be used at the facility, if such costs are not included in the construction contract.

Line 11 - Enter estimated miscellaneous costs.
Line 12 - Total of items 1 through 11.
Line 13 - Enter estimated contingency costs. (Consult the Federal agency for the percentage of the estimated construction cost to use.)

Line 14 - Enter the total of lines 12 and 13.
Line 15 - Enter estimated program income to be earned during the grant period, e.g., salvaged materials, etc.

Line 16 - Subtract line 15 from line 14.
Line 17 - This block is for the computation of the Federal share. Multiply the total allowable project costs from line 16, column "c." by the Federal percentage share (this may be up to 100 percent; consult Federal agency for Federal percentage share) and enter the product on line 17.

Public reporting burden for this collection of information is estimated to average 15 minutes per response, including time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding the burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Office of Management and Budget, Paperwork Reduction Project (0348-0042), Washington, DC 20503.

## PLEASE DO NOT RETURN YOUR COMPLETED FORM TO THE OFFICE OF MANAGEMENT AND BUDGET. SEND IT TO THE ADDRESS PROVIDED BY THE SPONSORING AGENCY.

NOTE: Certain of these assurances may not be applicable to your project or program. If you have questions, please contact the Awarding Agency. Further, certain Federal assistance awarding agencies may require applicants to certify to additional assurances. If such is the case, you will be notified.

As the duly authorized representative of the applicant, I certify that the applicant:

1. Has the legal authority to apply for Federal assistance, and the institutional, managerial and financial capability (including funds sufficient to pay the non-Federal share of project costs) to ensure proper planning, management and completion of the project described in this application.
2. Will give the awarding agency, the Comptroller General of the United States and, if appropriate, the State, the right to examine all records, books, papers, or documents related to the assistance; and will establish a proper accounting system in accordance with generally accepted accounting standards or agency directives.
3. Will not dispose of, modify the use of, or change the terms of the real property title, or other interest in the site and facilities without permission and instructions from the awarding agency. Will record the Federal awarding agency directives and will include a covenant in the title of real property acquired in whole or in part with Federal assistance funds to assure nondiscrimination during the useful life of the project.
4. Will comply with the requirements of the assistance awarding agency with regard to the drafting, review and approval of construction plans and specifications.
5. Will provide and maintain competent and adequate engineering supervision at the construction site to ensure that the complete work conforms with the approved plans and specifications and will furnish progress reports and such other information as may be required by the assistance awarding agency or State.
6. Will initiate and complete the work within the applicable time frame after receipt of approval of the awarding agency.
7. Will establish safeguards to prohibit employees from using their positions for a purpose that constitutes or presents the appearance of personal or organizational conflict of interest, or personal gain.
8. Will comply with the Intergovernmental Personnel Act of 1970 ( 42 U.S.C. $\S \S 4728-4763$ ) relating to prescribed standards for merit systems for programs funded under one of the 19 statutes or regulations specified in Appendix A of OPM's Standards for a Merit System of Personnel Administration (5 C.F.R. 900, Subpart F).
9. Will comply with the Lead-Based Paint Poisoning Prevention Act (42 U.S.C. $\S \S 4801$ et seq.) which prohibits the use of lead-based paint in construction or rehabilitation of residence structures.
10. Will comply with all Federal statutes relating to nondiscrimination. These include but are not limited to: (a) Title VI of the Civil Rights Act of 1964 (P.L. 88-352) which prohibits discrimination on the basis of race, color or national origin; (b) Title IX of the Education Amendments of 1972, as amended (20 U.S.C. §§1681 1683, and 1685-1686), which prohibits discrimination on the basis of sex; (c) Section 504 of the Rehabilitation Act of 1973, as amended (29 U.S.C. §794), which prohibits discrimination on the basis of handicaps; (d) the Age Discrimination Act of 1975, as amended (42 U.S.C. §§6101-6107), which prohibits discrimination on the basis of age; (e) the Drug Abuse Office and Treatment Act of 1972 (P.L. 92-255), as amended, relating to nondiscrimination on the basis of drug abuse; (f) the Comprehensive Alcohol Abuse and Alcoholism Prevention, Treatment and Rehabilitation Act of 1970 (P.L. 91-616), as amended, relating to nondiscrimination on the basis of alcohol abuse or alcoholism; ( g ) $\S \S 523$ and 527 of the Public Health Service Act of 1912 (42 U.S.C. $\$ \$ 290$ dd-3 and 290 ee 3 ), as amended, relating to confidentiality of alcohol and drug abuse patient records; (h) Title VIII of the Civil Rights Act of 1968 ( 42 U.S.C. $\S \S 3601$ et seq.), as amended, relating to nondiscrimination in the sale, rental or financing of housing; (i) any other nondiscrimination provisions in the specific statute(s) underwhich application for Federal assistance is being made; and, (j) the requirements of any other nondiscrimination statute(s) which may apply to the application.
11. Will comply, or has already complied, with the requirements of Titles II and III of the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (P.L. 91-646) which provide for fair and equitable treatment of persons displaced or whose property is acquired as a result of Federal and federally-assisted programs. These requirements apply to all interests in real property acquired for project purposes regardless of Federal participation in purchases.
12. Will comply with the provisions of the Hatch Act (5 U.S.C. §§1501-1508 and 7324-7328) which limit the political activities of employees whose principal employment activities are funded in whole or in part with Federal funds.
13. Will comply, as applicable, with the provisions of the DavisBacon Act (40 U.S.C. $\S \$ 276 a$ to $276 a-7$ ), the Copeland Act (40 U.S.C. §276c and 18 U.S.C. §874), and the Contract Work Hours and Safety Standards Act (40 U.S.C. §§327333) regarding labor standards for federally-assisted construction subagreements.
14. Will comply with flood insurance purchase requirements of Section 102(a) of the Flood Disaster Protection Act of 1973 (P.L. 93-234) which requires recipients in a special flood hazard area to participate in the program and to purchase flood insurance if the total cost of insurable construction and acquisition is $\$ 10,000$ or more.
15. Will comply with environmental standards which may be prescribed pursuant to the following: (a) institution of environmental quality control measures under the

National Environmental Policy Act of 1969 (P.L. 91190) and Executive Order (EO) 11514; (b) notification of violating facilities pursuant to EO 11738; (c) protection of wetlands pursuant to EO 11990; (d) evaluation of flood hazards in floodplains in accordance with EO 11988; (e) assurance of project consistency with the approved State management program developed under the Coastal Zone Management Act of 1972 (16 U.S.C. $\S \S 1451$ et seq.) ; (f) conformity of Federal actions to State (Clean Air) implementation Plans under Section 176(c) of the Clean Air Act of 1955, as amended (42 U.S.C. $\S \$ 7401$ et seq.); (g) protection of underground sources of drinking water under the Safe Drinking Water Act of 1974, as amended (P.L. 93-523); and, (h) protection of endangered species under the Endangered Species Act of 1973, as amended (P.L. 93-205).
16. Will comply with the Wild and Scenic Rivers Act of 1968 (16 U.S.C. $\S \$ 1271$ et seq.) related to protecting components or potential components of the national wild and scenic rivers system.
17. Will assist the awarding agency in assuring compliance with Section 106 of the National Historic Preservation Act of 1966, as amended (16 U.S.C. §470), EO 11593 (identification and protection of historic properties), and the Archaeological and Historic Preservation Act of 1974 (16 U.S.C. §§469a-1 et seq).
18. Will cause to be performed the required financial and compliance audits in accordance with the Single Audit Act Amendments of 1996 and OMB Circular No. A-1 33, "Audits of States, Local Governments, and Non-Profit Organizations."
19. Will comply with all applicable requirements of all other Federal laws, executive orders, regulations, and policies governing this program.


SF-424D (Rev. 7-97) Back



[^0]:    Oher party: Advancement of the Smart and Connected Communities business model

